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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

January 11, 1913

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For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

STARTING IN THE BOOK BUSINESS.

With the start of the new year, thousands of young men are starting in business for themselves; and, since it is the season of change and readjustment, thousands of others, not yet actually taking this conclusive step toward independence, are seriously considering it. Undoubtedly there are many of these latter in the book trade, on the publishing side, on the bookselling side. What are the present chances and earnests of success in such a proposed venture?

Judging from statistics alone, the odds are discouragingly long against. Two out of every three new ventures, we are told, come to early financial grief. With the proportion so large, well calculated to daunt even the stoutest-hearted, it should not be amiss to point out what have proved to be the chief hazards, and to suggest how and in what measure they may be avoided.

Only eighteen per cent. of all failures, if we may trust the statistics of the big rating agencies, are due to causes outside the business, causes, that is, over which those concerned have no control. And even this percentage is probably unduly high, for it includes panic-time failures, against which the shrewd merchant considers it necessary to prepare, and temporary adverse conditions special to a particular trade which it should be possible for the prospective business to foresee, to a certain extent, at least.

What, for instance, is the outlook to-day in the book trade for a new venture? Not unpromising, surely. The field is not over-crowded; scores of fair-sized towns and cities lack adequate bookstores. The new store will not face cutthroat competition: trade co-

operation is the spirit of the day. It is assured a living margin of profit on sales made; the net-price system is firmly established. General business conditions presage no financial cataclysm; every indication—despite tariff, trust and currency agitation (and against them we are largely foreguarded)—is that we are entering on a period of stable and increasing prosperity.

So much for the trade conditions exterior to a new book trade venture. What of the internal ones? Out of the eighty-two per cent of failures due to faults inherent in the business, sixty-five per cent., we are told, are due, in about equal proportions, either to inexperience and incompetence, or lack of sufficient capital.

Incompetence is difficult to gauge in advance. The natural tendency is, of course—though there are exceptions—to overrate one's own ability. The book business is a most complex one. It requires for success vast resources of specific information. Its apprenticeship is a most exacting one. It demands a viewpoint different from that of almost any other retail business, and a mental equipment more varied than that in any other sort of merchandising. Knowledge sufficient for success cannot be gained in a week or in a year; book-trade experience is a plant of slow growth. It is well not to be too hasty, therefore, in seeking independence; be convinced, in short, that you *know* the book business before you venture to "go it alone."

The amount of capital necessary to start a retail business may seem also a point on which only vague generalization is possible. Nothing could be further from the fact; any experienced retailer or credit man will tell you the irreducible minimum. Before you start a new bookstore, be sure you have enough capital to: (1) Pay at least one month's rent in advance, and all your store expenses for the same period; (2) pay for your fixtures and equipment; (3) pay at least one-half cash on your initial stock. This is the minimum; if you are able to discount all your stock bills you will decrease by just that percentage your capital liability to failure.

Don't confuse capital and credit. The ability to borrow money is an asset, a very great asset, indeed; but it isn't capital. The eagerness of the modern manufacturer to secure retail outlets is so great that he has made credit too cheap for the retailer, "too cheap"

because he has made it possible for the retailer to start in business on almost nothing at all. Then he wonders why the latter goes to smash—at "twenty cents on the dollar"—six months later. A man who has earned and saved his capital is going to pinch every cent of it before he lets it go, keeping an eagle eye on chances for profit on the one hand and possible leakages on the other. Borrowed money is too easily come by; it gets itself spent in "schemes"; it seems to tie itself up naturally in dead or slow-moving stock.

Publishing needs more capital than bookselling, a great deal more. Printers and paper people in this case, as publishers in the other, are accommodating in the matter of credit, too accommodating, oftentimes, for the real good of the young publishing house. But if manufacturing expense can be, to a certain extent, carried over, and office and salary items are comparatively unimportant, not so the author side or the advertising. Authors nowadays are canny folk, and it oftentimes needs a long purse to bring them into one's imprint fold. Advertising books in this age is a very complex and expensive process, and as necessary, especially for the new house, as it is expensive. The book publishing house that starts business to-day without cash in the bank in at least five figures—better six—invites disaster.

REPORTS made public early in the week by Postmaster Morgan indicated that in New York City, at least, the parcel post had been accepted as an established fact, and its success practically certain. During the first three days of its existence the local parcel post accepted 142,294 packages in Manhattan and the Bronx, and this included a holiday. Every day showed a marked increase of business over the day preceding. About ten per cent. of all packages received necessitated wagon delivery, and fully five per cent. of all packages mailed were held up because of the use by the sender of improper stamps. Several big mail-order houses have already decided to use the parcel post as a money saver, and a New York wholesale cloak and suit establishment has agreed to buy a million dollars worth of stamps a year if the government's ruling on a small point in the law is satisfactory.

THE report from New York City but duplicates that from the post offices of Chicago,

Philadelphia and other cities. Certain defects in the parcel post law are, of course, already apparent and were expected. Mr. Morgan is of the opinion, for instance, that provision should have been made for permitting packages to be left in the regular post boxes, instead of insisting they be turned in at branch post office stations. Improvement in this and other points is, however, undoubtedly only a matter of time and adjustment. Meanwhile, Postmaster-General Hitchcock and his subordinates are to be congratulated at the smoothness with which they have set this enormous and complicated piece of machinery running.

SCHOOL BOOKS IN THE ANTIPODES.

SOUTH AUSTRALIA'S SCHEME OF PUTTING THE SCHOOL-BOOK TRADE IN THE HANDS OF TEACHERS RATHER THAN BOOKSELLERS—How it WORKS OUT.

It seems that in South Australia the Department of Education, some time ago, made the selling of school books a part of the work of school teachers, the department itself practically going into the school-book jobbing business on a large scale.

A correspondent of the Australian *Book-fellow*, writing upon the present situation, says:

"The experience of the South Australian Education Department, as viewed by the booksellers, does not encourage the N. S. W. Minister of Education in his project of purchasing wholesale and distributing through the teachers school materials and books. Up to about four years ago these articles were imported or manufactured by the large Adelaide houses and retailed to the scholars by small traders adjacent to the schools. Then (in consequence, it is stated, of his discovery that one enterprising retail dealer was charging more than the regular amount for her goods) the present Minister of Education (Mr. Peake) decided that the department should take over the whole business. Many small shopkeepers were thus almost deprived of a living, and the school business of the large traders was hard hit.

"In South Australia the use of specific readers, arithmetic books, and grammar books is compulsory. These volumes are imported wholesale and retailed to the teachers for sale to the children. This system has, of course, entailed considerable extra expenditure on the department, and has thrown additional irksome burdens upon the teachers, who are strongly urging a return to the old methods of sale by shopkeepers. The cost of all books and utensils ordered is docked from the teachers' salaries at the end of the month.

"The department denies that the children are compelled to purchase from the teachers and forbidden to buy from booksellers; but if a teacher's orders to the department store-keeper fall off he is quickly admonished, and,

so, in turn, to save his skin, he exerts influence on the scholars to make them purchase from him. Cases have occurred where teachers, in fear of the department, have told their pupils that they will fail at examinations if they use books bought from shopkeepers.

"Further, the department is liable to have a heavy stock of out-of-date books left on its hands unless great care is exercised; and this, it is stated, has occurred with one history reader to the tune of 5000 volumes.

DEPARTMENT CUTS PRICES.

"A point taken by booksellers is that the department retails books at less than published price. They point out, for instance, that Book 2 of Nelson's "Highroads to History"—the title of which is altered for the department to 'The Adelaide History Reader'—is issued by the publishers in London at 1s., whereas the department retails it for 10d. Book 3 is published at 1s. 3d. and sold by the department for 1s. Macmillan's 'Modern Dictionary,' London price 1s. 4d. net, which ordinarily would be retailed in Adelaide for 1s. 9d., is sold by the department for 1s. In addition, 5 per cent. discount is allowed to the teacher to cover his loss on supply of books to children whose parents do not furnish the money for them. (In practice, the teacher is often out of pocket.)

"'The Australian Reader,' No. 2, published by Macmillan at 10d., is retailed by the department under the title of the 'Adelaide Reader' for 8d. Competition by the booksellers is thus effectually stifled. We are not asking for a monopoly,' remarked one tradesman, 'merely for fair and open competition.' The booksellers are very sore over the matter, and are even boycotting a publisher who supplies books direct to the department. It is said that some publishers have refused to deal direct with the department.

"The Booksellers' Association intends shortly to have certain pertinent questions put to the Minister of Education concerning the working of the system and the keeping of accounts. The Liberal government now in power is professedly opposed to the slaughter of private enterprise by State monopoly—more especially when that monopoly involves, as it is alleged this one does, a loss to the State. The booksellers hold that the S. A. Department has found, as Mr. Carmichael would find, that the booksellers' profits cannot be saved without incurring the booksellers' expenses and perhaps their losses, and that the process causes dissatisfaction among the teachers."

EDITORIAL COMMENT ON THE SITUATION.

The *Bookfellow*, the organ of the Australian book trade, says:

"This interesting story brings Adelaide's discontent to a head. Let us 'clear our minds from cant' and look the facts in the face. There are four parties to the quarrel—the Minister for Education, the teachers, the publishers and the booksellers.

"In the first place, there is no doubt that free school books and materials are popular;

they are regarded by many people as a natural corollary to the existing system of free education. Already, in several States, school materials and many school books in lower classes are given free, or the use of them is given free. The tendency is to extend the gift, at least as far as primary schools are concerned. The gift is good political bait for electors, and it is probably only a question of time till every Parliament accepts the principle—as far as primary classes and standard books are concerned.

"We need not discuss that; if we are right, booksellers must accept the fact, as in a considerable degree they have had to accept it already. If they cannot do the whole trade, they must be content to do a part—there is a considerable margin left above primary grades, and in books for private schools and for home use. This side of the question is not business, but politics. There will, of course, be a great wastage under a free system; a good thing for publishers.

FREE SCHOOL BOOKS PROBABLY COMING.

"We cannot even say that the gift will stop at books for use in schools; children want books to take home; and probably politicians will be found to offer them. That is a ground for booksellers' action, with some hope of success; on the simple argument of waste of public money, since things not paid for are not valued; and the parent who does not pay will not be careful to see that a book is not destroyed.

"When the 'free' policy extends, it may be stopped at 'free books in the schools'—where the teacher can take care of them; out of school, books to be paid for. That is the rule in New South Wales now, as far as the free system extends; but the free system always tends to make inroads upon it, since a teacher with free stock to spare will give a poor or pet pupil a book for home use, and other children will clamor for them, and the teacher will order more stock.

"South Australia has paused at the 'pay' system, with the government wholesaling stock and the teachers retailing it. The S. A. Education Department issues to its teachers an order form with 150 priced items, from copy books at 1s. per dozen, past woolwork cards at 1s. per gross, to handkerchief boxes at 1s. 6d. each—leaving us to wonder what part handkerchief boxes play in the S. A. scheme of State education.

"The 'pay' system, with government holding stock, is bad in a public view; it embodies a vicious principle. In our opinion—since we make no doubt that the Education Department, however mistaken, is trying to do its honest best—the error is bound to be found out and the system discarded. The permanent public choice is between free goods and booksellers' supply.

SCHOOL SHOPS BAD IN ANY CASE.

"The S. A. pay system is bad because a teachers' business is tuition, not traffic; and any system that turns him into a trafficker with the children under his charge injures

teacher and children. Not only does it divert the teacher's attention from his proper duties; not only does it add to his labor and attack his energy and time—reducing his efficiency as teacher; not only does it involve him in a number of small financial transactions which—with a department at one end and an impudent child at the other—are often irritating, and in the long run must be carried on at the teacher's loss.

"The S. A. pay system is bad because it tends to thwart the scheme of education in altering evilly the educational relation of the teacher to the child. It puts the teacher and child on a 'business' footing. It establishes often the relation of creditor and debtor; since a teacher who wishes his classes to proceed in harmony, often cannot refrain from trusting with a book the child who is 'going to bring the sixpence on Monday.' If the child fails, the teacher must dun. The traffic is incompatible with the full preservation of a teacher's right attitude to his children.

"Again, the vicissitudes of classes are numerous. Children leave a school unexpectedly. We have no doubt that many S. A. teachers, turned into booksellers, are suffering in a microscopic way the agonies of 'overstock.' They have miscalculated their requisition; and they must sell or suffer loss. We have no doubt that many S. A. child customers are suffering from the inconvenience of 'understock' and delay. Once bitten, teachers will be twice shy of loss; and the children will wait for a second primer which a careful teacher, who has had to guess at the number required, is 'ordering from Adelaide.' As teachers cannot afford to guess at new pupils, we have no doubt that the beginning of every term the teaching of some country schools is impeded while the goods for the new pupils are 'coming from Adelaide.'

PUBLISHERS HAVE NO CHOICE.

"We take leave to doubt that any publisher ever refused to 'deal direct with the department' if the order was big enough and the terms good enough. The alleged 'boycotting' is bad business; as soon as a bookseller refuses to take books on their merits for sale he is spoiling his own trade. The boycott knife has two edges, and one of them is turned to the boycotter. There are two things which a bookseller who knows his business never will do, other profitable things being equal—he will never try to sell unsaleable books, and he will never refuse to sell saleable books, no matter where they come from. The limits within which trade can be influenced are narrow, and it costs money to step over them.

"In S. A., the Minister is dictator. Any man with 50,000 customers behind him is a dictator. The publishers who supply him know that if they don't do it another will; all rules and regulations must be broken for 50,000 monopolized customers. If, by a stretch of imagination, we suppose that the Publishers' Association was able to make—and enforce—a rule for non-supply, that would only mean that the supply would be got outside the association.

"Except for special uses, there is not much educational difference in the merit of many competing school books. A Minister, determined to have his own way, could set his staff to make his own series of school books, print them himself in England or in Adelaide, and retail them to his pupils at any price he chose. With 50,000 children behind him, a Minister is virtually his own publisher; however, for convenience or profit, he employs others to do the work of publication. Publishers would prefer to deal with booksellers, but their hand is forced by a 50,000 customer—just as a bookseller's would be.

"The point for Adelaide pressure, as stated, is in the teachers—to break down the schoolshop system. But when that system is abolished, it will do the booksellers no harm to be ready with a scale of fixed prices to put in its place."

PLANNING EVERY LAST ADV. FOR THE DEALER.

VICTOR TALKING MACHINE CO. FURNISHES COÖPERATION THAT LEAVES THE DEALER NO EXCUSE FOR INACTIVITY—HOW EVERY STEP OF LOCAL CONSUMER APPEAL IS PLANNED, AND HOW IT WORKS OUT.

WHAT the Victor Talking Machine Company really sells, says Ernest John, of the advertising department of the Victor Talking Machine Company, in a recent article in *Printers' Ink*, is the records of great operatic and concert voices of to-day; the talking machine itself is an incident, though an all-important one. Commercially speaking, the records are advertised by the reputation and performances of the singers. When these singers go out on concert tours, visiting the principal cities of the countries, it is the best possible advertising the records can get in those localities, and it is one of the important tasks of the advertising department to see that the local dealers take advantage of the fact and link up the big personal publicity to their own store by suitable local advertising. Our experience along these lines has now at length crystallized into a system. But first a word as to the experience.

A year and a half ago I went into New York for the Victor Talking Machine Company to conduct Victrola recitals in a special and somewhat ambitious manner, and I did it with some trepidation. I knew that New York had been the graveyard for so many good ideas that a potter's field for such defunct inspirations would of necessity approximate the size of Central Park or the Bronx.

I found my trepidation quite groundless, for, with the Metropolitan Opera House only a few blocks away, my audiences, while they were more critical, were also more appreciative than elsewhere. They knew Caruso's art, the personal peculiar timbre of his voice—the methods by which he produces certain effects—and so they could gauge Victor music at very nearly its full value.

The idea for us was to show as many people as possible that a Victor record, while

it was truly enough a commercial product, nevertheless contained, as John Burroughs once pointed out, the soul of the singer.

I take it that my readers know well enough what an array of talent the Victor catalogue contains. Many of the most prominent artists of the day are on concert tour every year. Let us say, for example, that twenty-five of them are on tour this year.

That is our dealer's opportunity, and because it is a mutual opportunity we join forces with him. There are scores, indeed, hundreds of our dealers, who do not need to have their opportunities pointed out, who do not need to be urged to co-operate with us; but there are hundreds more who are perfectly willing to do so if they know just how to go about it. Because of this, we have taken the matter into our own hands.

We produced this year a definite system of advertising which is designed to identify the local Victor dealer with the visiting Victor artist.

Our system contained a number of advertisements, each one intended to convey one idea. That idea was in every case obvious and reasonable enough to carry conviction. The type in our ad was arranged so that the casual eye could scarcely pass it without deliberate effort.

A booklet was furnished to all our dealers in every city where Victor artists were scheduled to appear. This booklet contains proofs of all advertisements and advertising matter. Electrotype and supporting advertising matter were furnished free by us. Because these booklets must be placed in the hands of both the quick and the dead, the cover did not bear a formal title, but an announcement which read as follows: "Victor advertising, which will help you to profit by the visit of Victor artists to your city this year."

On the first inside page was a description of the fundamental idea and a description of each piece of advertising matter. On the following pages was a list of Victor artists on tour, the cities they would visit, and the date of such visits. This was as complete as could be furnished at the time of going to press. It practically covered the season of 1912-1913, but our dealers were notified that further bookings would be announced in our house organ—*The Voice of the Victor*.

The first advertisement announced that, for instance, Mme. Gadski was coming. That, "for one night her glorious voice would be heard." That after that she would be gone, but that she might be "heard at any time by those who owned a Victrola."

The next shot in the campaign was not an advertisement, but a postcard mailed by our dealers to "desirable" citizens. Our reason for doing so is this—to simplify matters, let's confine ourselves to "Mr. A."—let us suppose that he reads, more or less consciously, the first advertisement. His interest is quite casual, and because of that fact, he would be likely to deliberately pass over a second advertisement if offered immediately, thinking that he already knew what was "doing"; so,

instead, the dealer sends him a postal card inviting him to call and hear any of the Gadski records.

Next comes another advertisement backing up the postcard, to the effect that "in music we enjoy most what we know best," a statement which is obviously reasonable. That our dealer will be glad to play over any Gadski records, and that "Mr. A."s" appreciation of the actual concert will be the greater for having heard the numbers previously.

Then comes another postcard, showing Gadski in costume, and bearing also the announcement that she makes records only for the Victor.

Then an advertisement: Gadski's own opinion of Victor records over her own signature, and the question, "Could anyone ask more?"

"Mr. A." is being pretty well bombarded.

On the way to business in the morning there is a street banner or window strip confronting him announcing the fact that while Gadski sings at such and such a theatre on such and such a date, she sings at our Victor dealers or in the home of the Victrola owner at any time.

On the night of the concert we double the space, dwelling on the tragic evanescence of musical performance, and our advertisement concludes with, "A Victor-Victrola costs only so much—just think what it gives."

A ribbon ad across four or five newspaper columns is published the day after the concert. It consists of an urgent invitation to compare her records with her voice, while the personal quality of her voice still lingers in the ears of her hearers.

The day after that a Gadski programme is mailed to a hundred or five thousand persons, depending on the size of the city. On the front page is written this, "You heard Mme. Gadski. Here is another programme. She will sing it for you whenever you wish."

We use writing on the front page instead of type, because on what is obviously a programme or a circular of some sort one expects to find printing, and when one finds writing one is the more curious—a fact which is not at all detrimental to the man who went to the expense of addressing and mailing it. The two inside pages contain a portrait of Mme. Gadski and a complete list of her records—on the fourth page there is a cut of the highest type of a Victrola.

Though this system has been in the hands of our dealers only a week or two, we have tripled the original order for electrotype and other advertising matter, and there is every reason to believe a further order is about to be placed.

QUEBEC MODIFIES WOOD-PULP EMBARGO.

THE Quebec government has made an order in Council modifying the order made by it in April, 1910, by which it prohibited the exportation of pulp wood cut from Crown lands. The exact terms of the order modifying the terms of the original order have been

kept from the public, although the order itself was made and signed on December 31. The order in Council made in 1910 provided that "All timber cut on Crown lands after May 1, 1910, must be manufactured in Canada."

This piece of summary legislation was followed last year by the only clause of the Canadian reciprocity bill which became operative, which provided for free entry to the United States of paper and pulp, "On the condition precedent that no export duty, export license fee or other export charge of any kind whatsoever (whether in the form of additional charge or license fee or otherwise), or any prohibition or restriction in any way of the exportation (whether by law or order regulation, or otherwise directly or indirectly), shall have been imposed upon such paper, board or wood pulp, or the wood used in the manufacture of such paper," etc.

As a result of the operation of this regulation, mills which became owners of freehold lands enjoyed the free entry to the United States markets, while the larger Canadian paper manufacturers found themselves in an inferior position where they were compelled to pay the full duty on their product of paper and pulp.

The recent order made by the Quebec government removes the restriction relating to the export of pulp wood from certain areas of the larger Canadian paper manufacturers, and it is now up to them to convince the United States Treasury that the exceptions made in their favor really constitute a removal of restrictions of the export of pulp wood, such as will entitle them to free entry of their manufactured product to the United States market. The order does not open the great Crown lands areas of Quebec to the privileges of free exportation, and to quote the language of the Quebec *Chronicle*, of December 31, "It remains to be seen if the astute Uncle Sam is likely to be flimflammed by any such transparent device."

LITERATURE IN THE UNIVERSITY.

A HALF-HEARTED defense of the arid doctoral dissertation in literature is offered in the Columbia University *Quarterly* for December by Prof. Calvin Thomas. It is true, he grants, that some of these literary studies prepared by candidates for the Ph.D. degree are a little trying in their unreadableness and lack of horizon: "Taken by and large, however, these products of the academic mill—I have had occasion to read a pretty large number of them—are now rather creditable. A hundred of them chosen at random will average up very well with a hundred specimens of any genre that swells the book market. Why should the austere reviewers who delight to fall foul of the doctoral dissertation as such expect more of the tyro in research than of the hardened sinners in fiction and drama?" The answer to this should be easy, and Prof. Thomas's excellent little paper, in which he sets forth true ideals of literary study, supplies the material for it.

The reason why the doctoral dissertations in literature arouse protest outside of academic circles, says the *Springfield Republican*, is that they convey the impression that the universities are maltreating literature. They indicate either that the unliterary can best win academic advancement, or that the potentially literary are being spoiled by premature specialization and false ideals. Prof. Thomas himself notes and regrets this divorce between literature and scholarship:

"I am of the opinion that there is room for much improvement in the conditions which surround what may be called the professional study of letters in the United States. Judging by all analogies one would expect that the work of the universities would aim at the training of authors—persons who at least dream of producing literature for the general public. But it is not so. We have taken over the German degree of Ph.D. and the German method of securing it. In Germany, however, the degree signifies, if taken in the field of letters, that its holder has won his spurs as a contributor to *Literaturwissenschaft*—a branch of science created by and for specialists and quite alien, for the most part, to the literary interests of the general public."

Alien, for that matter, to the literary interests of the cultivated public or of any public. The services of German scholarship to literature have been immense—they can hardly be overstated. From the humble but necessary task of the restoration of mutilated texts to the systematic development of criticism and literary history its contributions have been of remarkable bulk, range and value. But from the very thoroughness and perfection of German discipline arises the greater danger from unintelligent imitation. So far as training for literature goes, German universities are as badly off as our own—worse, if anything, Prof. Thomas thinks, and it is in his field: "Like our own, their authors come up by dint of native talent aided by a general education, or else they evolve out of scholars teachers, journalists, doctors, lawyers, etc." But the difference is that while in Germany those who go in for literary research plunge deep and come back with something, little is apt to come of the niggling investigation of some trivial and quite useless point to which our budding doctors of philosophy give the precious years when they ought to be acquiring some tincture of letters.

With no literary horizon, no sense of style, no cultivated gift with the pen, the industrious young man is set to three years of highly specialized study. Not for him the zest of freely ranging among the great books; as Prof. Thomas says, "How can one afford to browse when there are academic honors to be won, a doctor's dissertation to be written?" Then comes the crown of his academic career, the doctoral dissertation. With the help of his professor he finds some author so obscure and unimportant that no doctor before him has been tempted to write a dissertation about him. If there is a "problem" as to whether

John Doe was or was not indebted to Riccardo Roe, all the better; some day a Ph.D. will be telling our grandchildren whether the author of "Graustark" had read "The Prisoner of Zenda." The problem once set, the candidate is at once deeply immersed in details, and when his notes will fill several waste baskets he is ready to compile, in arid doctoral English, innocent of any compromising suggestion of a style, an essay which is in a sense a contribution to knowledge—whether the contribution was worth while is a wholly irrelevant consideration which only the unacademic are heartless enough to raise. Having thus qualified as a literary expert he sets out to teach the young, and the chances are that his creative activity stops there. However it may be in Germany, in the United States there is little incentive to a life of strenuous literary investigation. Thus of the three professions, teaching, letters and scholarship, only the last is well served, and it is the one of which America can make the least use.

What, then, might the university do for literature? We may at once dismiss the idea that it should be or can be a school of creative literary art. It is not the business of the university to train poets or novelists or short story writers. Genius makes its own way, and it flourishes better out of doors than in the hothouse. But the university might and should create an atmosphere more favorable to literary culture than can be achieved by undue concentration upon *Literaturwissenschaft*. If it cannot produce a Dr. Johnson or Coleridge or a Taine, it can offer courses which would attract and interest a potential great man of letters. It can find a way to enlist talent and genius as well as docility and industry. Genuine research, the voluntary doing of a thing that needs to be done, ought to be better rewarded than now; and spurious research, the mere faithful execution of a useless task, ought not to be rewarded at all.

There is no reason why a well-equipped university should not do equally well by all three classes mentioned by Prof. Thomas. To the specialist in literary origins or in textual criticism it can offer unlimited opportunities for research. To the born teacher it can offer sound linguistic drill, thorough historical courses, and a wide knowledge of books from which to draw inspiration and by which to fix his tastes. To the potential man of letters it can give access to books, leisure for "browsing," discipline to check a desultory habit, stimulus and guidance. How these three dissimilar kinds of work are to be marked and revealed is the affair of the university, but till they are all adequately provided for the unfortunate divorce between scholarship and letters of which Prof. Thomas speaks is likely to continue.

SUIT OVER GUARANTEED CIRCULATION.

THE Cream of Wheat Company has secured a judgment against the Pearson Publishing Company, in the Supreme Court, New York

County, for \$3362.41, being the amount of rebate due the Cream of Wheat Company for shortages in the circulation of *Pearson's Magazine* from September, 1908, to December, 1911. On November 15, execution was issued on the judgment for a net sum of \$2214.91, the Cream of Wheat Company having withheld payment of \$1147.50 which would have been due the Pearson Publishing Company if the circulation specified in the last advertising contract between the parties had been actually secured. There were three actions brought by the Cream of Wheat Company against *Pearson's Magazine* growing out of advertising contracts which specified *pro rata* rebates if the circulation fell below a certain amount. The first contract was made in August, 1908, for a page per issue from September, 1908, to December, 1909. Payment was to be made at the rate of \$172.12 per page (less five per cent. discount for payment within ten days), provided the guaranteed circulation of 200,000 copies per issue was maintained. The second contract was made in June, 1909, for a page an issue from January, 1910, to December, 1910, at the rate of \$191.25 per page, less five per cent. in ten days, if a circulation of 223,000 copies per issue was maintained. The third contract was dated August 4, 1910, for a page an issue from January, 1911, to December, 1911, at a similar rate for a similar circulation. Each of these three contracts called for a *pro rata* rebate in case the guaranteed circulation was not secured, and the Cream of Wheat Company was expressly authorized in the contract to make circulation audits of *Pearson's Magazine* whenever it felt that such action was necessary. An audit made by the Association of American Advertisers in December, 1909, showed that during the period of the first contract, the circulation of *Pearson's Magazine*, instead of the guaranteed 200,000 copies per issue, was 104,733, and a rebate of \$1311.79 was demanded. An audit by Searle & Nicholson, certified accountants, after the termination of the period covered by the second contract, showed that the circulation, instead of 223,000, was only 112,066 copies per issue.

THE "BOOKMAN" IN 1913.

THE *Bookman*, as usual, offers a feast of good things literary for the new year. The first of several series of special articles deals with "The Grub Street Problem—The Daily Life of a Man of Letters in Many Periods." In this series will be five papers as follows:

- I. "In Shakespeare's Time."
- II. "In Johnson's Time."
- III. "When Dickens Wrote 'Pickwick.'"
- IV. "When Balzac Faced His Debts."
- V. "When Poe Lived in Fordham."

Everybody is more or less interested in the cost of living, which was a problem which confronted Oliver Goldsmith in the London of 1750, and Edgar Allan Poe in the New York of 1840, just as it confronts the literary worker of to-day. There is the

story of Dr. Johnson dining behind a screen in the tavern while the literary bigwigs were being regaled in the main hall. What the shabby Samuel had to pay for that furtive meal, what his landlord exacted for the humble lodgings in the neighboring street, what were the expenses of the occasional journey to Brighton or Bath—these questions will outline in a general way the scope of these projected papers.

In the numbers of the spring and early summer will appear a series of articles under the general title of "The Literary Baedeker." These will be designed to show how the American of literary tastes, travelling in Europe, can best find the landmarks of great fiction. There have been rambling books written on such subjects as "The London of Dickens," "The London of Thackeray," and "The Scott Country," but these have been designed for library use, and are of little practical value to the hurried traveller, who, with ten days or so in London for example, might wish to devote two or three of these days to visiting the scenes of his favorite books, such as the house in Curzon Street where Mr. and Mrs. Rawdon Crawley lived on nothing a year, or the corner of Southwark, where there still remain slight vestiges of the Marshalsea Prison of "Little Dorrit." A series which was announced for 1912, but which had to be held over is "Great Publishing Enterprises," which will tell of: I. "The Making of an Atlas;" II. "The Making of a City Directory;" III. "The Making of an Encyclopedia." Under the general title of "Confidential Communications," Mr. John Kendrick Bangs is to contribute a series of whimsical literary letters. The first of these is addressed "To a Best Seller in Need of Replenishment of Ideas"; the second is "A Plea for a Literary Show," and the third gives advice "To a Young Man Whose Novel Has Not Sold Well." Further papers in the series, "Best Sellers of Yesterday," will deal with "The Breadwinners," "Tempest and Sunshine," "The Lamplighter," "The Wide, Wide World" and "Reveries of a Bachelor." Few persons know how many books have figured in Court, in connection with points of copyright laws—for instance, "Uncle Tom's Cabin," "Ben Hur," "Trilby," "The Wandering Jew," "Lady Audley's Secret," "The Little Minister" and "Peg Woffington." This subject, under the title, "Famous Books in Copyright Suits," will be the first of a two-part series—"Literature and the Law." A second paper will deal with "Famous Authors on the Witness Stand."

A SUCCESSFUL BOOKSTORE.

THE story of a Canadian bookstore that grew from total assets of \$50, twelve years ago, to a present stock of \$17,000, is told in a recent issue of the Canadian *Bookseller and Stationer*, and however one interprets it, it is not without inspiration.

The business is that of the W. H. Baldwin Company, Ltd., in West Toronto. The room

in which this retail business had its inception twelve years ago was about ten by twelve feet. From there, Mr. Baldwin moved into a store renting at \$25 a month; then to the present site at 1694 Dundas Street. On the day before Christmas, last year, 3800 customers were waited upon in the Baldwin store, as an indication of the extent of business done. It is a considerable contrast to the receipts of the first day's business a dozen years ago. When Mr. Baldwin counted up the cash on that memorable day the total was twenty-seven cents, and the aggregate takings for the first week amounted to \$1.27! The receipts of the single big day of Christmas trade last year exceeded the total sales of the first year's business. Mr. Baldwin pays special attention to the news trade, and sells every week about 3000 copies of British periodicals alone. He does no subscription business whatever.

Besides books and stationery, we are told that the stock now carried includes fancy goods and china, leather goods, trunks and valises, wall paper, cameras and photographic requisites, a year-round toy department, jewelry specialties, novelties, dolls, sporting goods, phonographs and records and the company's news and magazine trade; and one cannot help wondering what proportion the profits of these departments bear to the profits of the book department.

EXPRESS-POSTAL MATTERS.

CONGRESSMAN WEEKS introduced, last week, a bill providing for the reduction of postage rates on first-class mail matter.

BILL TO INCLUDE THIRD-CLASS.

REPRESENTATIVE TOURNER introduced, last week, two bills (H. R. 27487-8), each providing for the inclusion of third-class (printed) matter in the parcels post. They were referred to the Committee on the Post Office and Post Roads.

EXPRESS RATES WON'T BE CUT.

OFFICERS of the Wells Fargo Express Company said that the report from San Francisco that the company was preparing to fight the parcel post through rate-cutting was without foundation. The Wells Fargo Company has no such intention, it was said, and is contemplating no reduction of rates.

It was pointed out that its attitude is best evidenced in the instructions to employees to be sent out. This circular says:

"The parcel post becomes a competitor not only of the company, but of every man in its service. Hence the newcomer, as an important factor in small parcel transportation, is neither to be belittled nor overestimated, but calls for renewed efforts on the part of Wells Fargo men to maintain the company's standard of service as the basis of public favor and patronage."

The Adams Express Company has issued a circular to its employees along similar lines. The heads of the Adams and the American

Express companies said that their companies had no intention of reducing rates to meet the parcel post.

PARCEL POST FOR CANADA.

POSTMASTER-GENERAL PELLETIER, after having sent several officials of the department to the United States to observe the workings of the parcel post, has prepared a zone map for Canada, dividing the country into five zones, and is about ready to promulgate an order establishing a parcel post system for Canada.

The country is divided into five zones, consisting of the maritime provinces, Quebec, Ontario, the Prairie Provinces and British Columbia. Local zones are also established; rates have not been finally decided, but will probably be the same as in the United States.

The Postmaster-General has power, under the postal service law, to establish and put into effect a parcel post system without legislation; but the advisability of submitting the whole question to Parliament for its approval after the holiday recess is being considered by the Cabinet, and as the subject is regarded as of the highest importance, it is likely that Parliament will be asked for its approval of the project. The express companies are expected to make a vigorous protest against the scheme. The express companies are controlled and owned by the Canadian railways. A complete revision of express rates from United States points to Canadian points is expected to be put into effect immediately as a result of the necessarily lower rates on small parcels resulting from the establishment of the parcel post in the United States.

TRADE ASSOCIATIONS.

BOOKSELLERS' LEAGUE.

THE January dinner of the Booksellers' League will be held at the Hotel Brevoort, Fifth Avenue and Eighth Street, Wednesday evening next, January 15, at 6.30 o'clock.

It will be a Philadelphia night. The speakers will be Dr. John Bach McMaster, author of "A History of the People of the United States"; Dr. Ellis Paxson Oberholtzer, editor of *American Crisis Biographies*, and Thomas A. Daly, author of "Madrigali."

Members are urged to be as prompt as possible in arriving, and to notify the treasurer, Charles A. Burkhardt, 31 West 23d Street, by January 13, if they intend to be present.

The membership of the League is still growing, and growing fast. At the last meeting, the following new members were received into fellowship: O. Buechner, Lemcke & Buechner; Albert Boni, C. F. Heartman; John C. Champion, B. W. Huebsch; C. W. Culman, Harper & Bros.; Edward D. Crane, Grosset & Dunlap; W. M. Davis, Kingston, N. Y.; L. Howard-Smith, John C. Winston Co.; E. M. Leaven, John C. Winston Co.; Louis M. Levy, Hurst & Co.; James A. Meikle, Presbyterian Board; George E. Nevins, Tabard Inn Book Co.; Friedrich Pietsch, Brentano's; F. D. Rich, Barse & Hopkins; Ernst Richers, John Lane Co.; H. F. Savage,

F. A. Stokes Co.; Edgar D. Schlamm, Syndicate Trading Co.; Henry F. Schwarz, F. A. O. Schwarz; Sigmund G. Sparth, Dorothy Priestman; Leroy J. Weed, Ginn & Co.; H. Wolff, H. Wolff; Charles O. Zimmerman, Baker & Taylor Co.

The following resolution was presented at the November meeting of the League by Mr. Pratt, and adopted:

Resolved, That the grateful thanks of the Booksellers' League of New York be accorded to Mr. H. W. Wilson primarily, to Miss Potter, Miss Emma and Louisa Teich, and Miss Tannehill, to the printer, binder, and all concerned, for their patient labor, concentration and unremitting efforts in bringing forth that remarkable and monumental work, the acme of all bibliography—the "United States Catalogue" of 1912."

OBITUARY NOTES.

CHARLES CARROLL SOULE, long identified with the book publishing business and interested in library work, died, January 7, in his home in Brookline, Mass., aged 70. Mr. Soule was born in Boston, June 25, 1842, was educated at the Boston Latin School, and graduated from Harvard in 1862. With the formation of the Forty-fourth Massachusetts Regiment, he joined it as a private in October. Three weeks after he was commissioned lieutenant in Company B. When the term of service expired, he joined the Fifty-fifth Massachusetts as captain of Company K, remaining with it through the war.

In May, 1866, he became a clerk with Little, Brown & Co., in Boston. In October, 1869, he went West, and became the senior partner in a new firm of Soule, Thomas & Winsor, law and general booksellers in St. Louis. This firm later became Soule, Thomas & Wentworth, but in May, 1878, Mr. Soule accepted an offer of partnership in Little, Brown & Co., sold out his interest in the St. Louis firm and came back to Boston. He was with Little, Brown & Co. until May, 1881. At that time he formed a partnership with James A. Bugbee, of Boston, under the name of Soule & Bugbee, doing a law book business in Boston. Mr. Bugbee retired from the firm October 1, 1884, and the business was then carried on by Mr. Soule alone, first at 37 Court Street, then at 26 Pemberton Square, which location Mr. Soule always considered a temporary one, all the time looking for larger quarters for his increasing stock and growing business, and yet near enough the Court House to be within the reach of lawyers. In 1886 he secured Freeman Place Chapel, on Beacon Hill, with an entrance off Beacon Street, opposite the Boston Atheneum, this chapel having been built in 1848 for James Freeman Clark's Society, and having been passed through various hands up to the time Mr. Soule secured it for a law book store.

In 1889, Mr. Soule incorporated the business under the name of the Boston Book Co., becoming its first president and its only presi-

dent up to the time of his death. At the time of incorporation, a library department was added to the law book store, specializing in back files of periodicals for libraries. This was a direct result of a need for such material that Mr. Soule had felt, probably through his connection with the Brookline Public Library as trustee. Freeman Place Chapel became too small for the business, and in the fall of 1901 removal was made to its present location, 83-91 Francis Street, Fenway, about twenty minutes' ride by trolley from the City Hall. In connection with this removal, a downtown office was taken on Pemberton Square, where new publications and law books interesting to lawyers could be displayed and sold. Mr. Soule had always been much interested in library work, and was probably as well known in the American Library Association as any librarian.

Mr. Soule was the author of "The Lawyer's Reference Manual of Law Books and Citations," 1883; "Library Rooms and Buildings," 1902, and "Year Book Bibliography," 1901. He has been an adviser on library planning since 1908. He is survived by his wife and three children, one of whom is Lieut. C. C. Soule, Jr., U. S. N.

HARRY PEYTON STEGER, a member of the literary staff of Doubleday, Page & Company, died on Sunday in the Polyclinic Hospital, New York City. Acute kidney disease was the cause of death. He was taken first to Bellevue Hospital. On January 3 he insisted on leaving the hospital and did so against the advice of the surgeons and without signing the customary release. After he left Bellevue, Mr. Steger went to the apartment of a friend in the Hotel Caledonia, 28 West 26th Street, where he collapsed shortly after his arrival, and was removed from there to the Polyclinic Hospital.

Mr. Steger was born in Moscow, Tenn., in 1876. After attending public schools there he entered the University of Texas. Following his graduation, he attended Oxford as a Rhodes scholar and later studied in Germany for about a year. He then entered the newspaper field, and was employed by *The Daily Mail* and other dailies in London. He returned to this country about five years ago, and since then had been associated with Doubleday, Page & Company as literary adviser and editor of *Short Stories*. He was the literary executor of "O. Henry," and had just completed the compilation of the latter's works. His book, "Up From College," was published last year.

His parents and a sister, who live in Texas, his wife and a five-year-old stepson survive him. Mrs. Steger is in Paris. She went abroad for her health last November with Margaret Porter, daughter of Sidney Porter ("O. Henry"). Mrs. Steger will sail for home on the *Kaiser Wilhelm*. Mr. Steger was a member of the Friars and Lambs clubs. His home was at Freeport, L. I.

As we go to press, word comes of the death, Thursday afternoon, of James W. McIntyre,

the managing partner of Little, Brown & Co., of pneumonia, after a brief illness. Fuller notice will be given next week.

PERSONAL NOTE.

JOHN O'HARA COSGRAVE and Mrs. Jessica Garretson Finch were married last week at the bride's country home at Bellehaven, Conn. Mr. Cosgrave was the managing editor of *Everybody's*, and is now editing the magazine of the *Sunday World*. Mrs. Finch is the founder and head of the Finch School of New York, and is well known in educational and suffrage circles. She was president of the Equal Franchise Society last year.

LITERARY AND TRADE NOTES.

MCBRIDE, NAST & Co. are issuing a neat monthly pamphlet house organ, which they call *The Quill*.

SCHULTE'S bookstore, 132 East 23d Street, New York, are advertising special January clearance sales in both their old and new book departments.

EIGHT novels in ten years is the record of Ridgwell Cullum, whose "The Night Riders," said to be his best work, is to be published February 1 by George W. Jacobs & Co.

"MY LITTLE SISTER," a remarkable story by Elizabeth Robins, which recently appeared serially in *McClure's Magazine*, will be published in book form, January 18, by Dodd, Mead & Co.

"FOUNDERS OF OUR COUNTRY," by Fanny E. Coe, just published by the American Book Company, is at once a history reader, a language book and a source book for moral training.

PARCELS POST information is given completely and concisely in "Ogilvie's Parcel Post Hand Book," published at 15 cents by the J. S. Ogilvie Publishing Co. Maps, rules and regulations are all included.

THE writing of best-sellers being a fixed habit with Harold Bindloss, he has prepared for his ever-eager public another story of love and adventure, "Ranching for Sylvia," which Frederick A. Stokes Co. have just published.

FLORENCE IRWIN, author of "The Fine Points of Auction Bridge," has written a new handbook on the game, which the Putnams publish. "The Development of Auction Bridge Under the New Count" is a clear exposition of the recent changes in bridge playing.

IN "The Story of Panama," by Frank A. Gause and Charles Carl Carr (Silver, Burdett & Co.), the authors give accounts of the early days of Panama, gleaned from old records, as well as a full description of the successful operation whereby the continents were cut in two.

"THE LOVE-SEEKER; A Sentimental Handbook," is to be published in the early spring by Sturgis & Walton Company. The author is Maud Churton Braby, whose "Modern Marriage, and How to Bear It" attracted much attention and favorable comment a year or so ago.

FREDERICK WARNE & COMPANY announce that hereafter the twelve volumes of their *Peter Rabbit Series*, and number one of the new series, *The Tale of Mr. Tod*, together with "The Pie and the Pattypan" and "Ginger and Pickles," are made strictly net retail 50 cents per volume.

"THE NEW HOSTESS OF TO-DAY" (Scribners), by Linda Hull Larned, a complete exposition of the arts of cooking and serving, is based upon Mrs. Larned's "Hostess of To-Day." There was a great deal that Mrs. Larned felt ought to be put into a book of that standard character, and in this technically new edition, but actually new volume, she has put it in.

THE Hospital Book and Newspaper Society, which provides books and magazines for hospitals and missions throughout the country, has sent out an appeal for more reading matter with which to carry on its work. Foreign books and papers are in particular demand. Gifts of reading matter should be sent to the United Charities Building, 105 East 22d Street, (Room 417.)

DANA ESTES & COMPANY will publish, on or about January 20, "Miss Jimmy," by Laura E. Richards. This is another story of New England life, and is a combination of Mrs. Tree, Mary Sands and other well-known characters. Mrs. Richards has no equal in portraying the shrewd and kindly characteristics of the Down-East Yankee, and in Miss Jimmy she has fully maintained her well-known ability.

THE print paper manufacturers of the United States carry nearly 100,000 tons of newsprint paper, of which the supply at the mill averages 40,000 tons, or nine days' supply for all newspapers of the country; six days' supply in transit, equalling 27,000; seven days' supply in places of consumption, equaling 31,500 tons; total, 98,500. This total of approximately 100,000 tons of paper represents a selling value of about \$3,500,000.

LOUIS JOSEPH VANCE, the rapid-fire novelist who wrote "The Brass Bowl," "The Bandbox," etc., has temporarily forsaken England, where he has been hibernating this winter, for Paris, where he finds more sunshine and congenial atmosphere. Mr. Vance's next novel will be published in February. It will not have a "B" title, but will be called "The Day of Days." The entire action takes place in New York within a period of twelve hours.

BOTH sides of the Balkan war are presented in an astonishingly prompt volume, to be published immediately by Small, Maynard & Co. The joint authors of "The Balkan

War: Being Adventures with Cross and Crescent," are Philip Gibbs, author of "The Street of Adventure," etc., special correspondent of the London *Graphic* with the Bulgarian army, and Bernard Grant, special correspondent of the London *Daily Mirror*, with the Turkish army.

"THE ETERNAL MAIDEN," by T. Everett Harré, announced for early publication by Mitchell Kennerley, elicited, on its serial appearance in *The Forum*, expressions of praise from many well-known people, among others, Mrs. Florence L. Barclay, Miss Mary Garden, Richard Le Gallienne, Mrs. Wilson Woodrow, Reginald Wright Kauffman, Mrs. Amelia E. Barr, Anthony Hope and G. K. Chesterton. "The Eternal Maiden," the publisher announces, is an absolutely original story, and invades a field entirely new to romance.

PECULIAR interest attaches to "Tradition," the title play in the new volume of one-act plays by George Middleton, author of "Embers." Though dealing with a phase of the woman question, but not strictly concerned with woman suffrage, it will be produced at the Berkeley Lyceum, New York, January 24, by the Woman Suffrage Party. The author's wife, Fola La Follette, for whom the play was written, will create the leading part. Henry Holt & Co. will publish the book in February.

THE author of "A Vagabond Journey Around the World," Harry A. Franck, mailed from Quito, December 31, the complete manuscript of his new book, "Zone Policeman 88," which the Century Co. will publish as soon as it can be put through the press. The new book deals with Franck's experiences as plainclothes policeman and census taker during five months in Panama before he started on his long tramp through the wilds of South America.

"THE GHOST GIRL" is to appear on January 24, the apparition being accompanied by "General Mallock's Shadow." Henry Kitchell Webster, author of "The Whispering Man," is responsible for the invocation of the intangible lady, and W. D. Maxwell, author of "In Cotton Wool," has called forth the military shade. Other Appleton publications promised for the same date are "Adnam's Orchard," a New England story, by Sarah Grand, author of "The Heavenly Twins," and "Everbreeze," by Sarah P. McL. Greene, whose "Cape Cod Folks" created something of a stir.

A HOUGHTON MIFFLIN volume on Pan-Germanism, is announced for publication in February. The author, Professor Roland G. Usher, has already attracted public attention by recent searching articles on the subject in the *Atlantic Monthly*. His new book gives a detailed account and discussion of the great movement of Pan-Germanism, the actual effects of the war in the Balkans upon the balance of power in Europe, the relation of the United States to these new conditions in European diplomacy, and, finally, the close

connection between the European imbroglio and the new nationalism that is appearing in the Orient.

THE MACMILLAN COMPANY are bringing out a goodly collection of novels by well-known authors—Robert Herrick's "One Woman's Life"; S. R. Crockett's "Patsy," a romance of Galloway; "Comrade Yetta," a story of social agitators, by Albert Edwards, author of "A Man's World"; "Poor Dear Margaret Kirby," a collection of stories by Kathleen Norris, author of "Mother"; "The Crock of Gold," an unusual book by James Stephens; "The Impeachment of President Israels," a story laid in the future, by Frank B. Copley; "The Feet of the Furtive," in which Charles G. D. Roberts tells the life story of the wild animals; and a New England story, by Alice Brown, "Vanishing Point."

IN its issue for December 18, the London *Daily Mail* was able to report a "record year" for English publishing houses. Mills & Boon say they have done very good business throughout the year, and their Christmas prospects are excellent. Cassell say they are certainly sharing in the "boom." Fisher Unwin takes off his hat to the "boom in trade." Hodder & Stoughton are able to report "an absolutely record year." Methuen's expectations have been "greatly exceeded." Mr. Nash says his novel sales are down a little, but his memoirs and historical works are "booming." Messrs. Hutchinson are so busy that they found it difficult to find time to give any figures. The Amalgamated Press has all its publications out of print, and is paying another forty per cent. dividend.

SAMUEL G. BLYTHE'S experiences as a newspaperman began when, at the age of eighteen, he sent the report of a murder trial at the little county seat where he was born to a newspaper of the nearest city. Although the editor cut out a column or so of the very best part, he left enough in to insure the aspiring journalist the sum of eight dollars—which clinched him for the newspaper business. The story of his subsequent career is told in "The Making of a Newspaper Man," just published by Henry Altemus Co. As editor of the *Buffalo Express*, *Buffalo Courier and Enquirer*, *Cosmopolitan Magazine*, Washington correspondent of the *New York World* and staff writer of the *Saturday Evening Post*, Mr. Blythe has acquired a pretty good understanding of the business which he believes offers better opportunity for working for the public good than any other business or profession a young man can choose.

THE GEORGE H. DORAN COMPANY is planning to enter the reprint field by issuing, about February 1, a new series of popular works, to be called the *Fifty-Cent Fiction Library*. The books now in preparation are: "Hugo," by Arnold Bennett; "The Grand Babylon Hotel," by Arnold Bennett; "Buried Alive," by Arnold Bennett; "Spanish Gold," by G. A. Birmingham; "The Heart of a Woman," by Baroness Orczy; "The Cage," by Harold Beg-

bie; "Leila," by Antonio Fogazzaro; "Out of the Night," by Mrs. Baillie-Reynolds; "The Other Side," by Horace Annesley Vachell; "The Faithful Failure," by Rosamond Napier; "The Lonely Queen," by H. C. Bailey; "The Lone Adventure," by Halliwell Sutcliffe; "The High Calling," by Charles M. Sheldon; "Duncan Polite," by Marion Keith; "Treasure Valley," by Marion Keith; "The Frontiersman," by H. A. Cody. These novels have all had big sales in the regular editions.

COMPLAINTS of publishers' lack of enterprise and obtuseness to unheralded genius are as common in England as they are here, or more so, and as unfounded. Some weeks ago a Miss Kathleen O'Brian wrote to the editor of *T. P.'s Weekly* about a novel she had read in manuscript, entitled "The Marriage Contract," "which," in her opinion, "far surpasses H. G. Wells' book, 'Marriage,'" and which no publisher would accept for publication. Herbert Jenkins, newest of English publishers, challenged Miss O'Brian's absurd statement that publishers would not issue the works of new writers, and instanced his own list. He offered, if Miss O'Brian would send him the manuscript to which she referred, to submit it to three well-known publishers' "readers," adding, "If Miss O'Brian wishes it, I will read this story and express an opinion upon it myself, as I have no desire to hide behind the opinions of my literary advisers." Mr. Jenkins stipulates that the readers' reports, together with all the correspondence, shall be at the disposal of the editor of *T. P.'s Weekly* to publish if he thinks fit. The challenge has been accepted by Miss O'Brian on behalf of the author of the manuscript. There the matter at present rests, with Mr. Jenkins and his three readers sitting in solemn judgment upon this alleged masterpiece. In the meantime, we are informed, Mr. Jenkins is receiving manuscripts and letters of congratulation by every other post, showing that Mr. Jenkins is not unaware of the advertising value of his challenge.

BUSINESS NOTES.

ALTUC, OKLA.—The Bumbarger book and stationery store has been purchased by W. T. Williams and Leslie Burd. The new firm will be assisted by Vaughn and Herbert Williams, sons of the senior partner. The new proprietors are progressive business men, well known and well liked.

BOSTON, MASS.—Certificate of incorporation has been filed of the National Library Society, Inc., with a capital stock of \$50,000, divided into ten thousand shares of \$5 each. The directors are given as: Leon V. Lennon, president; John Schmid, Roslindale, treasurer; and M. M. McCarthy.

CHICAGO, ILL.—World Book Company, of Yonkers-on-Hudson, N. Y., has moved its Western office from 623 South Wabash Avenue to the handsome new Monroe Building at 104 South Michigan Avenue, at the corner of Michigan Avenue and Monroe Street, op-

posite the Chicago Art Institute. The Western office and field is under the management of O. S. Reimold, who cordially invites members of the book trade and of the teaching profession to call at their earliest convenience.

DEMING, NEW MEXICO.—C. K. and A. M. Perring, owners of the Deming Book and Stationery Store, have sold out. De Crocker & Son are successors.

DULUTH, MINN.—For several years the large department store of Panton & White Co. has been known as the Glass Block Store. At a recent meeting of the stockholders it was unanimously voted to change the name of the firm to the Duluth Glass Block Store, Inc.

HAWKEYE, IA.—Sorg & Burkhart have succeeded H. H. Sorg, drugs and books.

LAS ANIMAS, COLO.—P. H. Wolfe has just opened a book store here, to be known as Wolfe's Book and Music Store.

MILWAUKEE, WIS.—The Wisconsin Book & Stationery Company are offering thirty cents on a dollar, cash.

MOBERLY, Mo.—The Robinson Book Store Company has incorporated; capital stock, \$10,000; incorporators: George H. Robinson, Mrs. D. R. Robinson, W. A. Miller.

NEW YORK CITY.—The office of the Student Volunteer Movement has been removed to 600 Lexington Avenue.

NORFOLK, VA.—The Hall Brothers' Book Store has been purchased by the Huse Publishing Company. The new owner will, about January 15, open a modern and up-to-date store with a stock of stationery, books, office furniture and supplies, periodicals, leather novelties, etc.

OXNARD, CAL.—The book and stationery business, formerly owned by George Wilson, has been sold to I. G. Furman.

PORLAND, ORE.—The J. K. Gill Company, the well-known booksellers and stationers, recently added an office furniture and supply department. Advertising this new department, the company sent immense postcards, which, when folded once, were 10 x 22 inches. One-half of the card was divided into twelve ordinary size postcards to be signed and returned if the recipient was interested in the various lines of office appliances handled by the company.

SAN JOSE, CAL.—N. L. Griest, proprietor of the New Era Book Store, has been succeeded by A. Adler.

SHAWNEETOWN, ILL.—W. W. Scatis succeeds Harmon & Scatis, booksellers, etc.

STOCKTON, CAL.—Tredway Bros. have just succeeded C. H. Close, a prominent book and stationery dealer here.

WEYERHAUSER, WIS.—The J. C. Stubbs Merchantile Co. are adding a book department to their general line.

WINDSOR, Mo.—E. L. Rusk has succeeded Eugene Schweer as proprietor of the Post Office Book Store.

VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING JANUARY 8, 1913.
F. P. Porcher, representing Stix, Baer & Fuller, St. Louis, Mo.
N. W. Beebe, of Beebe & Phillips, New Haven, Conn.

PICK-UPS.

ENGLISH MUSIC HALL SONG.

A BABY and a box of pills,
A puppy and a rat,
A roly-poly pudding and an old Tom Cat,
A pound of tallow candles,
And a round of buttered toast,
All came to me this morning in the parcel post.

A LONG LANE.

THEY were telling stories of the late Andrew Lang in one of the clubs the other night. One man told of a dinner invitation given by Lang. He was staying in Marlowe's Road, Earl's Court, a street away at the end of that long Cromwell Road, which seems to go on forever. The guest was not very sure how to get there, so Lang explained:

"Walk right along Cromwell Road," he said, "till you drop dead, and my house is just opposite!"—*Answers*.

A WET AD.

IF we are to believe the *Novelty News*, a brand-new form of advertising recently made its appearance in Paris. It is a by-product of the stringent police decree prohibiting the dropping of handbills in the streets. This ordinance has hampered the business of handbill distribution very seriously, and advertisers are on the alert to discover other means of bringing themselves and their wares before the pedestrian audience of the boulevards.

The latest device to which we have referred consists of specially constructed shoes, with immense soles of india rubber. There is, of course, a man inside them to keep them on the move. By an ingenious contrivance, the rubber soles form a pad which is continually kept damp by water contained in a can on the man's back, and flowing to his feet through pipes concealed beneath his clothes.

Thus at every step an advertisement is imprinted in wetness on the pavement. It lasts for quite sufficient time to enable quite a large number of people to peruse it.

AUCTION SALES.

JANUARY 15. Miscellaneous books. (No. 491; 416 lots.)—*Merwin*.

JANUARY 16 AND 17, 2:30 AND 8:15 P.M. Collections of John Howard Taylor, removed from his former residence at Brightwaters, Bay Shore, L. I. Pt. II.—The library, an un-

usual collection of rare and valuable books, etc. (No. 983; 827 lots.)—*Anderson*.

JANUARY 20, 2:30 P.M. Autograph letters, historical documents, and library mss., from the collections of Prof. T. de Vries, of the University of Chicago, and Mr. Cummins C. Helmick, of Washington, with additions from other collections. (No. 984; 212 lots.)—*Anderson*.

JANUARY 22 AND 23, 10 A.M. AND 2 P.M. Catalogue of the private library of the late J. D. Kingsbury, D.D., of Bradford, Mass., together with other consignments. (1356 lots.)—*Libbie*.

JANUARY 23 AND 24, afternoons and evening. Oriental art objects and Japanese prints, blue and white; monochrome and decorated porcelains, snuff bottles, jade, etc., from the collection of J. B. Kerfort, of New York City; Satsuma, bronzes, etc., from the collection of Robert N. Bolton, New York City, and Miss C. B. Bash, of New York City. (610 lots.)—*Anderson*.

BIBLIOGRAPHIC NOTES.

BEGINNING January 1, the J. B. Lyon Company, of Albany, N. Y., will publish, in semi-monthly form, "advance sheets of the department reports of the State of New York." This periodical will give, in advance of publication in their regular departmental report form, the current decisions, opinions and rulings of all departments of the State, including specifically the Public Service Commissions, Boards of Claims, Business Damage Commission No. 1, Education, Attorney-General, State Comptroller, Secretary of State, State Engineer, Superintendent of Banks, Superintendent of Insurance, Commissioner of Excise, Civil Service Commission, Conservation Commission, State Tax Commissioners, Commissioner of Agriculture and Messages of the Governor. The number of pages per issue will, of course, vary. The subscription price will be \$15 a year, payable in advance.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Aldine Book Co., Brooklyn, N. Y., 295 Ninth St. Catalogue of Americana; mss., books and pamphlets relating to the American Revolution, War of 1812, Civil War, genealogy, local history, etc. (No. 2; 597 titles.)

Baker & Taylor Co., New York City, 33-37 East 17th St. Standard library catalogue of 2500 approved books. 4th revision.

Cadmus Book Shop, New York, 150 West 34th St. A list of exceptionally good books, being a portion of two private libraries. (605 titles.)

Church Library Association, Cambridge, Mass. A list of books recommended for Sunday school and parish libraries.

C. Gerhart & Co., New York, 20 Nassau St. Catalogue of old and rare books, including ancient and modern authors in English, French and other languages in the fields of

literature, history, biography, etc. (No. 20; 437 titles.)

John Heise, Syracuse, N. Y., 410 Onondaga Bank Building. Catalogue of autograph letters, signatures. (No. 75; 254 titles.)

Charles E. Lauriat Co., Boston, 385 Washington St. Lauriat's Boston book notes, some after-Xmas book bargains. (No. 8; 27 titles.)

F. Marcham, London, N., 129 High Road, New Southgate. Valuable and interesting books and mss. (No. 29; 218 titles.)

Arthur H. Nason, New York City, University Heights. Catalogue of publications in history, rhetoric and belles-lettres.

Martinus Nijhoff, La Haye, Lange Voorhout 9. Catalogue de livres anciens et modernes. (No. 393; 523 titles.)

Rosenbach Co., Philadelphia, Pa., 1320 Walnut St. Catalogue of a remarkable collection of authors' mss., autograph letters and documents, presentation copies, association books. (240 titles.)

Ludwig Rosenthal's Antiquariat, München, Hildegardstrasse 14. Hebräische Inkunabeln, 1475-1496, mit 33 Faksimiles. (No. 151; 68 titles.)

Ferdinand Schöningh, Osnabrück. Bücher aus allen Wissenschaften, Deutsche Literatur, Arnim, Brentano, Goethe, Schiller; Französische und englische Literatur. (No. 143; 1570 titles.)

Charles Scribner's Sons, New York, 153-157 Fifth Avenue. Catalogue of choice and rare books, including first editions, fine bindings and other rarities. (No. 66; 62 titles.)

Simmel & Co., Leipzig, Lager katalog, specialties, klassische philologie and linguistik. (No. 236, 1348 titles.)

Henry Sotheran & Co., London, 43 Piccadilly, W. Catalogue of second-hand art books. (No. 332; 603 lots.)

Em. Terquem, Paris, 19, Rue Scribe. La bibliographie mensuelle, revue des livres nouveaux. (No. 3.)

The Toronto Book Co., Toronto, 307 Yonge St., Miscellaneous. (No. 55, 573 titles.)

James Tregaskis, London, W. C., 232 High Holborn. The Caxton head catalogue. (No. 721; 646 titles.)

—Caxton head catalogue of rare and interesting books, comprising a collection of works by Dr. Johnson and other writers of eighteenth century. (No. 723; 749 titles.)

Volckmar, Leipzig, Répertoire bibliographique de la littérature Française avec un index analytique par Robert Federn. (Première Livraison.)

—Répertoire bibliographique de la littérature Française avec un index analytique par Robert Federn. (Deuxième Livraison.)

R. W. P. de Vries, Amsterdam, Singel 146. Catalogue livres, estampes, cartes et gravures. (No. 18; 3403 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4⁴, 8⁰, etc.

Abney, Sir W: De Wiveleslie. Researches in color vision and the trichromatic theory; with 4 colored plates and other illustrations. N. Y., Longmans. 11+418 p. diagrs. O. \$6 n. Gives account of author's researches in regard to color sensations, color blindness, retinal fatigue, etc. He says the physiologists must add their quota to the trichromatic theory, and that while there are difficulties in welding together the physical and physiological aspects of color vision to make a perfect theory, he believes it will be effected. Index.

Abrahams, Israel. The book of delight and other papers. Phil., Jewish Publication Soc. of Am. c. '12. 323 p. O. \$1.50. Contents: "The book of delight"; Visit to Hebron; Solace of books; Medieval wayfaring; The fox's heart; "Marriages are made in heaven"; Hebrew love songs; A handful of curiosities; Notes; Index.

Ackerman, G: E. Christmas praises and other poems. Bost., Sherman, French. c. '12. 219 p. D. \$1.25 n.

Aesop. Fables. N. Y., Doran, '12. 16+152 p. il. pls. 8⁰, \$2 n.

Amos, Percy A. Processes of flour manufacture; with 12 illustrations. N. Y., Longmans, '12. 10+280 p. figs. D. (Longmans' technical handicraft ser.) \$1.50 n.

Andrews, G: Arth. Efficient religion. N. Y., Doran. c. '12. 178 p. 12⁰, 75 c. n.

Anethan, Eleonore Mary Haggard, Baroness d'. Fourteen years of diplomatic life in Japan. N. Y., McBride, Nast, '12. 471 p. il. 8⁰, \$4.25 n.

Aronson, Rudolph. Theatrical and musical memoirs. N. Y., McBride, Nast. c. '12. 350 p. il. 8⁰, \$2.75.

Ashley, Annie. The social policy of Bismarck; a critical study; with a comparison of German and English insurance legislation; with a preface by Gustav von Schmoller. N. Y., Longmans. 11+95 p. O. (Birmingham studies in social economics and adjacent fields; ed. by W. J. Ashley.) pap., 75 c. n.

Discusses the insurance legislation which was the most purely social as well as original work of Bismarck's social policy. Considers its origin, beginning with the meaning and history of State Socialism, and going on to examine the place of Bismarck himself in the movement and the development of his views up to the time of this legislation. Gives a brief abstract of German acts, then briefly discusses whole movement and the European movement which arose from Bismarck's measures, especially the English Insurance Bill.

Atkinson, G: Fs. Practice key and flora of the eastern, northern and central states. N. Y., Holt. c. '12. 27+261 p. il. 12⁰, pap., 40 c.

Atkinson, T: Dinham. English and Welsh cathedrals. Bost., Little, Brown, '12. 370 p. 8⁰, \$3.50 n.

Aurelius Antonius, Marcus. Thoughts; tr. by G: Long. Bost., Little, Brown, '12. 296 p. 12⁰, (Beacon classics.) \$1.25 n.

Bacon, Edn. Munroe, and Wyman, Morrill. Direct elections and law-making by popular vote; the initiative, the referendum, the recall, commission government for cities, preferential voting. Bost., Houghton Mifflin. c. '12. 4+167 p. (3 p. bibl.) forms (ballots), 12⁰, \$1 n.

Bacon, Fs., Viscount St. Albans. Essays and wisdom of the ancients. Bost., Little, Brown, '12. 425 p. 12⁰, (Beacon classics.) \$1.25 n.

Baker, Arth. Latham. Thick-lens optics; an elementary treatise for the student and the amateur. N. Y., Van Nostrand. c. '12. 9+131 p. O. \$1.50 n.

Answers certain questions regarding the optics of the microscope and telescope, for which it is very difficult if not impossible to find answers in the accessible literature of the subject. Investigation is for a single monochromatic ray, questions of achromatic and spherical aberration are not touched upon. Index. Author is on teaching staff of Manual Training High School, Brooklyn, N. Y.

Ballard, Fk., D.D., M.D. Why does not God intervene? N. Y., Doran, '12. 348 p. 12⁰, \$1.50 n.

Barton, Fk. Townend. Cattle, sheep and pigs. N. Y., McBride, Nast, '12. 356 p. il. 8⁰, \$3 n.

Bates, E: L., and Charlesworth, F: Practical geometry and graphics; a text-book for students in technical and trade schools, evening classes, and for engineers, artisans, draughtsmen, architects, builders, surveyors, etc.; specially arranged to meet the revised requirements of the Board of Education and covering the whole of the work comprised in the syllabus of the Board's "lower stage" examination; containing a large number of practical exercises, with answers, and about 600 illustrations. N. Y., Van Nostrand, '12. 8+621 p. diagrs., D. \$2 n.

Practical mathematics; a text-book for students in technical and trade schools, evening classes, and for engineers, artisans, draughtsmen, architects, builders, surveyors, etc.; comprising a complete course for technical students and particularly adapted to the requirements of the syllabus of the Board of Education's "lower stage" examination; containing a large number of practical exercises, with answers, and 330 illustrations. N. Y., Van Nostrand, '12. 8+513 p. D. \$1.50 n.

First author is lecturer on geometry at the London

County Council School of Building, Brixton, London, second is lecturer on practical mathematics and geometry at the South Western Polytechnic Institute, London.

Beery, Jesse. The thoroughbreds. [Piqua, O., Magee Bros. Co.] c. '12. 197 p. il. 12°, \$1.

Bennett, Tertia. Gentleman Dash. N. Y., Doran, '12. 158 p. il. in col. 12°, \$1.25 n.

Best's key ratings of all licensed joint-stock fire insurance companies (except re-insurance companies) and of all "surplus line" fire insurance companies and associations operating in the United States; with comparative underwriting and financial exhibit for five years. N. Y., Alfr. M. Best Co., Inc. c. '12. 111 p. 12°, \$5.

Biermann, Georg. Florence and her art; tr. by F. F. Cox. Phil., McKay, '12. 83 p. pls. S. (Langham ser. of art monographs.) \$1 n.

Traces the development of Florence and Florentine art. Chapter headings are: Psychology of Florentine culture; Florence in the earliest Middle Ages; Florentine culture in the trecento; The condottiere spirit in the days of Cosmo the elder; Painters of the dawning quattrocento; Florence in the days of Lorenzo the magnificent; Savonarola—the evil genius of Florentine culture.

Birds beside the waters. N. Y., Doran, '12. 20 p. il. pls. 12°, (Bird booklets.) bds., 35 c. n.

Birds in field and barn. N. Y., Doran, '12. 20 p. il. pls. 12°, (Bird booklets.) bds., 35 c. n.

Birds in the hedges. N. Y., Doran, '12. 20 p. il. pls. 12°, (Bird booklets.) bds., 35 c. n.

Birds in the trees. N. Y., Doran, '12. 20 p. il. pls. 12°, (Bird booklets.) bds., 35 c. n.

Black, Ja. M., comp. and ed. Sacred praise; for use in Gospel meetings, evangelistic services, Sunday schools, prayer meetings and young people's societies. Cin., Jennings & G. c. '12. no paging, D. 20 c.; \$15 per 100.

Bland, J: Otway Percy. Recent events and present policies in China. Phil., Lippincott, '12. 11+491 p. pls. fold. map, O. \$4 n.

By joint author with E. Backhouse of "China under the Empress Dowager." Portion of present volume was made up of articles contributed to British periodicals. He draws comparisons between China and Young Turkey, showing that the former is quite as unfit for constitutional government as the latter was. The fundamental problem is an economic one, over-population as a creed, and accompanying struggle for bread on a level of chronic starvation. Better government, and the application of modern economic methods might alleviate this condition, but the problem would be aggravated, as well, by numbers further multiplied by a decreasing death rate. "The Chinese revolution has grown out of the accidental success of an insignificant local rebellion. Destitute of constructive genius, without authoritative leaders or permanent elements of cohesion, the Republic has been suddenly conferred upon a people that neither want nor understands representative government." Not progress, but disorganization and disruption, seems to be the immediate future of China, in the author's opinion. Index.

Bodley, J: E: Courtenay. Cardinal Manning: The decay of idealism: the Institute of France; three essays; with photogravure portrait. N. Y., Longmans, '12. 17+288 p. O. \$3 n.

Bradford, W: History of Plymouth plantation; ed. by Worthington C. Ford. 2 v. Bost., Houghton Mifflin, '12. il. 4°, \$15 n.

Brady, Rev. Cyrus Townsend. The master of repartee, and other preachments long and short. N. Y., Doran. c. '12. 11+254 p. 8°, \$1.25 n.

Contents: The master of repartee; Discussions of hard texts; On various occasions; Brief considerations of weighty matters.

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Lawson, W: A. Shakespeare's wit and humor. Phil., Jacobs, '12. front. 12°, \$1.25 n.

Lawton, Lancelot. Empires of the Far East; a study of Japan and her colonial possessions, of China and Manchuria and of the political questions of eastern Asia and the Pacific. In 2 v. Bost., Small, Maynard. 10+731; 7+733-1598 p. (fold. map. in pocket) O. \$7.50 n.

Author considers the result of the Anglo-Japanese Alliance from the standpoint of America, Canada and Australia, and also the possibilities of China. In preface he says that it must not be imagined that the political situation in the Far East is made up, as has been the case in the past, solely of developments on the continent of Asia. "Japan's attainment to naval supremacy in the Pacific," he says, "has been watched with deep anxiety not only in America but also in Canada and Australasia. The aspirations of the Anglo-Saxon race in this region are opposed to the foreign policy of Great Britain as directed from Downing Street. Because of mutual interests the sympathy of our Colonies frankly leans towards America. Bearing these facts in mind, it should be taken into account that the completion of the Panama Canal will enable America to rival Japan's sea-power in eastern waters, and will bring European navies appreciably nearer to the Pacific. By English journalist and publicist. Index.

Leary, Lewis Gaston. The real Palestine of to-day. N. Y., McBride, Nast. c. '12. 210 p. il. 12°, \$1 n.

Leary, Russel W. Italian lanes and high roads. N. Y., McBride, Nast. '12. 200 p. il. 12°, \$1.10 n.

Lebaume, Eug. The crime of 1812. N. Y., McBride, Nast. '12. 296 p. il. 8°, \$2.75 n.

Lectures on the history of religions. St. Louis, B. Herder, '12. 5 v. (bibls.) 12°, ea., 60 c. n.

Lewis, J. School games and recreational exercises for use in public elementary schools. N. Y., Pitman, '12. 62 p. il. diagrs., 12°, 30 c.

Lincoln, Abraham. Selections from the letters and speeches of Abraham Lincoln; ed., with introd. and notes, by Leon C. Prince and Lewis H. Chrisman. Bost., Heath. c. '12. 3+148 p. por. 16°, (Heath's English classics.) 25 c.

Lofthouse, W: F. Ethics of the family. N. Y., Doran, '12. 403 p. 8°, \$2 n.

Longfellow, H: Wadsworth. The children's Longfellow. N. Y., Doran, '12. 64 p. pls. 4°, (Children's own ser.) bds., 75 c.

The children's own Longfellow. Bost., Houghton Mifflin, '12. il. in col. 8°, \$1.25 n.

Lossing, Benson J: Harper's encyclopaedia of United States history from 458 A.D. to

1912. New ed., entirely rev. and enl., based upon the plan of Benson J: Lossing; with special contributions covering every phase of American history and development by eminent authorities, including J: Fiske, etc.; with a preface on the study of American history by Woodrow Wilson; 16 il. in color; original documents, portraits, maps, plans, etc. 10 v. N. Y., Harper. c. '12. 8°, \$24.

McCulloch, G; and Futers, T. Campbell. Winding engines and winding appliances; their design and economical working. N. Y., Longmans, '12. 8+452 p. figs. fold. diagrs., O. \$6 n.

First author is inspector of machinery, Department of mines, West Australia; second has written "The mechanical engineering of collieries."

Mackay, Rev. W. Mackintosh. Bible types of modern women. N. Y., Doran, '12. 328 p. 12°, \$1.50 n.

Maery, Helen. Eucharistic lilies; youthful lovers of Jesus in the blessed sacrament. N. Y., Benziger. c. '12. 171 p. pls. D. \$1 n.

Stories all teaching the frequent taking of communion by children, an object very dear to Pope Pius x.

Manet, Edouard; with an introd. by Louis Hourtin, and notes by Jean Laran and Georges Le Bas; with 48 plates. Phil., Lippincott. 18+95 p. O. (French artists of our day.) bds., \$1 n.

Manet was the forerunner of the impressionists, though not one of them. He hated tradition in art and created a new technique which relied upon the vibrations of the light between our eyes and object. Book reproduces a number of his pictures, with descriptive and critical notes.

Marquis, Alb. Nelson, ed. The book of St. Louisians; a biographical dictionary of leading living men of the city of St. Louis and vicinity. 2d ed., rev., enl. and brought down to date. Chic., A. N. Marquis & Co. c. 661 p. O. \$10 n.

First edition appeared in 1906. Contains many new names, and each original entry has been rewritten. Names of those who have died since first edition appeared are given in proper alphabetical place with reference to former volume.

Marston, Glenn. 200 municipal ownership failures. Chic., Public Service Pub. c. '12. 29 p. 8°, 25 c.

Masters, Percival G. A rational system of home exercise. N. Y., McBride, Nast, '12. 142 p. il. 12°, \$1 n.

Meyer, Rev. F: Brotherton. Expository preaching plans and methods. N. Y., Doran. c. '12. 141 p. 12°, \$1 n.

Mickens, C: W., and Robinson, Louise. A Mother Goose reader. N. Y., Silver, Burdett. c. '11. 120 p. D. 36 c.

Miller, C. H. Making a garden with hotbed and coldframe. N. Y., McBride, Nast, '12. 72 p. il. 16°, (House and garden making books.) bds., 50 c. n.

Miller, Ja. Russell, D.D. Gospel by St. John. N. Y., Doran. c. '12. 316 p. 12°, (Devotional hours with the Bible.) \$1.25 n.

Reading from the Psalms. N. Y., Doran. c. '12. 332 p. 12°, (Devotional hours with the Bible.) \$1.25 n.

Minerva jahrbuch der gelehrten welt; begründet von R. Kukula und K. Trübner; zweizwanzigster jahrgang, 1912-1913; mit dem bildnis von Henri Pirenne in Gent. N. Y., Lemcke & B. 64+1804 p. S. \$5 n.

Mitchell, C: F., and Mitchell, G: A. Building construction; a text book on the principles and details of modern construction for the use of students and practical men (advanced and honours courses); designed to meet the requirements of the syllabus of the Board of Education, the Royal Institute of British Architects, the Surveyors' Institution, the City Guilds, the Civil Service, and other technical examining bodies. 7th ed., thoroughly rev. and much enl.; with about 800 illustrations. N. Y., Van Noststrand. 8+940 p. D. \$2.50 n.

Building construction and drawing; a text book on the principles and details of modern construction; compiled to assist students preparing for the examinations of the Board of Education, the Royal Institute of British Architects, the Surveyors' Institution, the City Guilds, the Civil Service, and other technical examinations; first stage (or elementary course). 8th ed., rev. and enl., with about 1000 illustrations. N. Y., Van Noststrand, '11. 8+472 p. D. \$1.50 n.

Mix, Jennie Irene. Mighty animals; being short talks about some of the animals which lived on this earth before man appeared; with an introd. by Frederic A. Lucas. N. Y., Am. Book Co. c. '12. 144 p. il. D. 40 c.

Morgan, G: Campbell, D.D. Teaching of the lesson. N. Y., Doran, '12. 186 p. 16°, 50 c. n.; leatherette, 25 c. n.

Morris, C: Primary history of the United States: the story of our country for young folks. 3d ed. Phil., Lippincott. c. '12. 260 p. il. 12°, 60 c.

Morrison, Rev. G: H. The after-glow of God. N. Y., Doran, '12. 387 p. 12°, \$1.35 n.

Murphy, Rev. E: Josephy. Latin pronounced for singing; complete vespers for the feasts of the B. V. M. Phil., [The author.] c. '12. 16 p. 8°, 25 c.

Nettleton, G: H: Old Testament narratives. [3 v.] N. Y., Holt, '12. 12+300; 12+294; 37+294 p. 16°, v. 1, 35 c.; v. 2, 80 c.; v. 3, 60 c.

Nicholas, King Fred. The use and abuse of the automobile. Kansas City, Mo., C: E. Brown Pr. c. '12. 95 p. il. por. diagrs. (partly col., 1 fold.) 8°, \$5.

Nickal, J: The school door; a rhyme for teachers. N. Y., Longmans, '12. 7+62 p. D. 50 c.

Didactic poem showing teachers that their calling is not only a profession, but a mission.

Nixon-Roulet, Mary F. The waif of Rainbow court. St. Louis, B. Herder. c. '12. 4+141 p. 12°, 60 c.

Ober, F: Albion. Crusoe's island. New ed. N. Y., Doran. c. '12. 277 p. il. 12°, \$1 n.

Ober, F: Albion. Our West Indian neighbors. New ed. N. Y., Pott, '12. il. \$2 n.; leath., \$3 n.; library ed., \$2.50 n.; 3/4 leath., \$5 n.

Oliver, G: W. Plant culture; a working hand-book of every day practice for all who grow flowering and ornamental plants in the garden and greenhouse. 3d ed. N. Y., A. T. De La Mare Pr. and Pub. c. '12. 312 p. il. 12°, \$1.50.

Oppé, Adolf Paul. Sandro Botticelli; with 25 plates in colour, selected and executed under the supervision of the Medici Society. N. Y., Doran, '12. various paging, 4°, (Arundel Lib. of Great Masters.) \$3.75 n.

Page, Wallace Welton, ed. Advertising the retail optical business; what advertising is—its relation to the optical business—how to formulate a plan or campaign—newspapers and newspaper advertising—copy and how to construct it—how to select mediums—the window display as an advertising medium—booklets—personal letters, how to build and use them. Geneva, N. Y., Page Pub. c. '12. 282 p. il. (partly col.) 16°, \$5.

Paine, G: Hebard. Via veritatis. 10 v. [Chic., Walton & Spencer Co.] c. '12. 16°, \$5. Contents: I., What we are; II., Life; III., Mind; IV., Organs; V., Health; VI., Disease; VII., Intemperance; VIII., Sex; IX., Beauty; X., Success.

Pancoast, H: Spackman. An introduction to American literature. 2d ed., rev. N. Y., Holt. c. '12. 16+2+438 p. (bibls.) front. pors. 12°, \$1.12.

Parker, J: ed. Who's who in the theatre; a biographical record of the contemporary stage. N. Y., Pitman, '12. 20+759 p. plans, geneal. tabs., 12°, \$2.50; leath., \$3.50.

Parker, S: Chester. A textbook in the history of modern elementary education; with emphasis on school practice in relation to social conditions. Bost., Ginn. c. '12. 24+505 p. D. \$1.50.

Continuous, connected narrative of institutional development. Designed to give the educational student an insight, based upon historical understanding, into the problems of the elementary school. Period covered extends from the first city elementary vernacular schools of the Middle Ages down to the present time. Emphasis is laid on a relatively few movements, institutions and individuals, selected as typical, and these are given such concrete treatment as to help the student to appreciate the reality of the historical development. Changes in educational theory are traced in connection with social changes, and developments in actual school practice are correlated with both. Index.

Patterson, W: B. The rule of faith. N. Y., Doran, '12. 440 p. 12°, \$1.50 n.

Paul, Herb. Woodfield. Queen Anne. 2d ed. N. Y., Doran, '12. 6+315 p. 12°, \$1.75 n.

Peabody, Rob. Ephraim. Merchant venturers of old Salem; a history of the commercial voyages of a New England family to the Indies and elsewhere in the xviii century. Bost., Houghton Mifflin. c. '12. 5+168 p. pls. pors. 8°, \$2 n.

Peddie, R. A. Engineering and metallurgical books, 1907-1911; a full title catalogue, arranged under subject headings of all British and American books on engineering, metallurgy and allied topics, published during the five years, 1907-1911 with their English and American prices and the publishers' names. N. Y., Van Nostrand, '12. 9+205 p. D. \$1.50 n.

Arranged alphabetically under specific subject headings, these headings also being in alphabetical order. List is as exhaustive as it is possible to make it, and author asks for any notes of books not included, that they may be published in 1912 supplement, now being prepared. By author of "Metallurgical bibliography, 1901-1906," etc.

Pellew, C: Ernest. Dyes and dyeing. N. Y., McBride, Nast, '12. 250 p. il. in col. 12°, \$2 n.

Percival, Archibald Stanley. Geometrical optics. N. Y., Longmans. 6+132 p. diagrs., O. \$1.50 n.

By senior surgeon Northumberland and Durham Eye Infirmary.

Perris, G: Herb. Germany and the German emperor. N. Y., Holt, '12. 8+512 p. map, 8°, \$3 n.

Peterson, Arth. The poems of Arthur Peterson. Phil., Jacobs. c. '12. 381 p. 8°. (Priv. pr.)

Phillips, Abbie Frye. English for Latin-Americans. [Bk. 1.] Bost., Silver, Burdett. c. '12. 160 p. D. 40 c.

By supervisor of English in public schools of Havana, Cuba.

Pierce, Franklin. Motor car anatomy; being a book of valuable information for the prospective purchaser of an automobile. [Dayton, O., Utterbein Press.] c. '12. 106 p. il. 16°, 50 c.

Plutarchus. Plutarch's Lives; the translation called Dryden's, cor. from the Greek and rev. by A. H. Clough; with Dr. W. Smith's historical notes. 5 v. N. Y., Bigelow, Smith & Co. c. '11. pls. 8°, \$20.

Podmore, Fk. The newer spiritualism. N. Y., Holt, '12. 30+290 p. 8°, \$2.75 n.

Poe, Edg. Allan. The bells and other poems. N. Y., Doran. c. '12. 260 p. pls. 4°, \$5 n.; leath., \$25 n.

Properties (The) and design of reinforced concrete; instructions, authorized methods of calculation, experimental results and reports by the French government commissions on reinforced concrete; tr. and abr. by Nathaniel Martin. N. Y., Van Nostrand, '12. 14+119 p. (2½ p. bibl.) O. \$2.50 n.

Purdy, Helen Throop. San Francisco as it was, as it is, and how to see it. San Francisco, Elder. c. '12. 10+221 p. il. maps, O. hf. cl. \$2.50 n.

City's story in all its parts, her parks and reservations, theaters, hotels and restaurants, churches, old mission, galleries and libraries, buildings, banks, shops, Chinatown, water-front, and environs. All are described and pictured. Pioneer San Francisco is also told of. Book is handsomely bound and printed. Index.

Purvis, Miller. Poultry breeding; a complete guide for keepers of poultry. Chic., Sanders Pub. c. '12. 348 p. il. por. 12°, \$1.50.

Rawie, H: Christian. The remedy. Balt., G: W. King. c. '11. 67 p. 12°, (Science of value.) 25 c.

Rawlins, Ja. Morgan. Lippincott's practical arithmetic; embracing the science and practical applications of numbers. [Rev. ed.] Phil., Lippincott. c. '12. 11+432 p. il. diagrs., 12°, 65 c.

Red book for children. N. Y., Doran, '12. 75 p. il. 8°, \$1 n.

Richards, W: Allyn, and North, H: Briggs. A manual of cement testing for the use of engineers and chemists in colleges and in the field. N. Y., Van Nostrand. c. '12. 10+137 p. O. \$1.50 n.

Laboratory manual designed to assist in bringing about uniformity in the testing of cement. Index. First author is instructor in University of Chicago, second is associate professor of chemistry, Rutgers College.

Riggs, Arth. Stanley. Vistas in Sicily. N. Y., McBride, Nast, '12. 250 p. il. 12°, (Blue books of travel.) \$1.10 n.

Rimmer, E. J. Boiler explosions, collapses and mishaps; being a summary of the causes of boiler explosions and the recommendations for their prevention contained in the reports of the Board of Trade from 1882 to 1911, together with a statement of the statutory duties of steam users and their liabilities as defined by the commissioners holding investigations under the boiler explosions acts; with an introd. by A. A. Hudson. N. Y., Van Nostrand, '12. 15+135 p. O. \$1.75 n.

Rion, Hanna, ["A Hermit," pseud.] The garden in the wilderness. N. Y., McBride, Nast. c. '12. 210 p. 12°, \$1.50 n.

Robertson, O. T., D.D. A short grammar of the Greek New Testament. 3d ed. N. Y., Doran. c. '12. 249 p. 12°, \$1.50 n.

Robinson, Ja. Harvey, and Beard, C: Austin. Outlines of European history. pt. 2, from the opening of the eighteenth century to the present day. Bost., Ginn. c. '07-'12. 9+555 p. (15 p. bibl.) pls. maps; D. \$1.60.

Second part of a work in two volumes covering European history from the earliest period. First volume (in preparation) will present the history of western Europe from the prehistoric age to the opening of the eighteenth century. English history will be proportionately treated. With these two volumes in hand the teacher can cover ancient, modern and English history reasonably well in two years, leaving the third year for American history. The two volumes of "Outlines of European history" are based on the principle that no general history is worth while which does not emerge into the living present. Based on the author's "Development of modern Europe."

Rockwell, F: Frye. Gardening indoors and under glass. N. Y., McBride, Nast, '12. 220 p. il. 8°, \$1.20 n.

Home vegetable gardening. N. Y., McBride, Nast, '12. 262 p. 12°, \$1 n.

Rossmore, Derrick Warner W. Westenra, Lord. Things I can tell. N. Y., Doran, '12. 268 p. il. 8°, \$3.50 n.

Russell, E: F. *Lest we grow hard; addresses and papers on spiritual subjects in the service of the Guild of S. Barnabas for Nurses.* N. Y., Longmans. 8+234 p. front. D. 90 c. n.

Contents: Love without dissimulation; A life impaled; As a good soldier of Christ Jesus; The law of Christ; Supernatural power for a supernatural life wanted and supplied; Pattern of penitent love; Debts of honour; Grace to the humble; Tests to pure religion, etc.

Salisbury, Rollin D., and Trowbridge, Arth. *C. The interpretation of topographic maps; a laboratory manual for use in connection with the topographic maps of the United States Geological Survey; to accompany beginning courses in physiography.* N. Y., Holt. c. '12. 5+66 p. 12°, 35 c.

Saylor, H: Hodgman. *Bungalows.* N. Y., McBride, Nast, '12. 192 p. il. 8°, \$2 n.

Making a fire place. N. Y., McBride, Nast, '12. 72 p. il. 16°, (House and garden making books.) bds., 50 c. n.

—, ed. *Distinctive homes of moderate cost* N. Y., McBride, Nast. c. '12. 174 p. il. 4°, \$2 n.

Scott, Sir Wa. *Works; including the Waverley novels and the poems.* 50 v. Bost., Houghton Mifflin. c. '12. pls. pors. double facsim., 8°, ea., \$1.75; hf. mor., \$3.50.

Seltzer, Lewis B. *Truth, not legend; reason, not superstition.* Bost., Roxburgh Pub. c. '12. 5-124 p. 12°, \$1.

Serl, Emma, and Evans, Vivian. *A primer day by day with Sam and May; il. by Harry E. Wood.* Bost., Silver, Burdett. c. '12. 119 p. D. 30 c.

First author is teacher of primary methods, Normal Training School; second is teacher, Humboldt School, Kansas City, Mo.

Sharpless, I: and Philips, G: Morris. *Astronomy for schools and general readers.* 5th ed., rev. Phil., Lippincott. c. '12. 315 p. il. maps, diagrs., 12°, \$1.25.

Sherwood, Jean R. Wirt, [Mrs. J. B. Sherwood.] *Childhood in art.* Chic., Altrua Art Lib. c. '12. 5+81 p. pls. 16°, \$1.

Simpson, Ja. Young. *Spiritual interpretation of nature.* N. Y., Doran, '12. 383 p. 12°, \$1.50 n.

Slater, J: Arth., and others, eds. *Pitman's commercial encyclopaedia and dictionary of business; a reliable and comprehensive work of reference on all commercial subjects; specially designed and written for the busy merchant, the commercial student and the modern man of affairs.* 4 v. N. Y., Pitman, '12. il. maps, tabs., forms, diagrs. (partly col.) 8°, \$12; hf. leath., \$16.80.

Smith, D: D.D. *The historic Jesus.* N. Y., Doran, '12. 128 p. 12°, \$1.50 n.

Somerndike, J: M. *On the firing line; with the Sunday-school missionary.* Phil., Presb. Bd. of Publication. c. '12. 6+169 p. pls. D. 50 c. n.

Survey of the work of the Sunday-school mission of the Presbyterian church all over the country.

Starkweather, Amelia M., and Starkweather, Jacob F. *Leaves from the city beautiful; [poems.]* Bost., Sherman, French. c. 203 p. D. \$1.25 n.

Stearly, Wilson R. *The Master of the feast.* Phil., Jacobs. c. '12. 137 p. 12°, 50 c. n.; 75 c. n.

Strang, Herb., ed. *This year's book for boys.* N. Y., Doran, '12. 28 p. il. pls. 4°, \$1.50 n.

Stumpf, J. *The una-flow steam-engine; with 250 illustrations.* N. Y., Van Nostrand. c. '12. 5+229 p. fold. diagrs., Q. \$3.50 n.

Sullivan, T: Russell. *Boston, new and old.* Bost., Houghton Mifflin. c. '12. il. in col. 4°, \$7.50 n.

Tabor, Grace. *The landscape gardening book.* N. Y., McBride, Nast. c. '12. 180 p. il. 8°, \$2 n.

Making a bulb garden. N. Y., McBride, Nast. c. '12. 72 p. il. 16°, (House and garden making books.) bds., 50 c. n.

Old-fashioned gardening. N. Y., McBride, Nast. c. '12. 225 p. il. 8°, \$2 n.

Tait, Rev. A. *How to train the speaking voice.* N. Y., Doran, '12. 133 p. 12°, \$1 n.

Talbot, F: A. *Steamship conquest of the world.* Phil., Lippincott, '12. 344 p. il. 8°, \$1.50 n.

Talbot, Winthrop, comp. *A select bibliography of recent publications on the helpful relations of employers and employed.* Cleveland, O., [The author.] c. '12. 112 p. 4°, \$1.

Tennyson, Alfr., Lord. *The Tennyson birthday book; ed. by Anna H. Smith.* N. Y., Crowell. c. '07. 133 p. por. S. \$1.50, bxd.; bds., 75 c., bxd.

Thomas, C: Edg., comp. *Athletic training for girls.* N. Y., Pitman, '12. 12+216 p. il. pls. diagrs., 12°, \$1.25.

Thomson, Gilbert. *Modern sanitary engineering.* pt. 1, House drainage. N. Y., Van Nostrand, '12. 15+266 p. figs. fold. diagr., O. (Glasgow text books; ed. by G. Moncur.) \$3 n.

Lecturer on sanitary engineering in the Royal Technical College, Glasgow, here treats of the general principles, of house drainage which lead to practical applications, from the standpoint of the civil engineer, not from the plumber's point of view. Index.

Thurston, Edg. *Omens and superstitions of southern India.* N. Y., McBride, Nast, '12. 320 p. il. 8°, \$3.50 n.

Tissot, Victor. *Unknown Switzerland.* New ed. N. Y., Pott, '12. il. map, \$2 n.; leath., \$3 n.

Trench, Herb., i.e., Frederic Herb. *Lyrics and narrative poems.* N. Y., Doran, '12. 240 p. 16°, bds., \$1.50 n.

Turner; with notes by Ruskin. N. Y., Doran, '12. 71 p. pls. 16°, (Master painter ser.) 50 c. n.

Tyndale, Wa. An artist in Egypt. N. Y., Doran, '12. 286 p. pls. 4°, \$5 n.; leath., \$25 n.

United States. *Superintendent of Documents.* Checklist of United States public documents, 1789-1909, congressional: to close of Sixtieth Congress; departmental: to end of calendar year 1909. 3d ed., rev. and enlarged; comp. under direction of the Superintendent of Documents. Wash., D. C., Gov. Pr. Off., '11. O. \$1.50.

First edition appeared in 1892, second 1895. The present volume, far more comprehensive in scope, was compiled under the immediate charge of Miss Mary A. Hartwell. The classification is that used in the office, the checklist being virtually a shelf list of the Public Documents Library. In the case of serial publications numbers only are given, titles and dates being omitted. The arrangement is as follows: American state papers; Congressional documents and reports, 15th-60th Congress; departmental publications arranged by Government authors. An index will be issued as v. 2.

Unwin, W: Cawthorne, and Melanby, A. L. The elements of machine design. pt. 2, Chiefly on engine details. New and rev. ed. N. Y., Longmans, '12. 23+426 p. figs. O. \$2.50.

Urban, Abram Linwood. The voice of the garden; with decorations by Grace Lillian Urban. Author's ed. Phil., T. Meehan & Sons. c. '12. 6+9-93 p. il. 8°, \$1.30.

Van Tuyl, G: H: Key to complete business arithmetic. N. Y., Am. Book Co. c. 117 p. S. 60 c.

Vila, Mrs. Annie Fields. The former countess; a romance of the French Revolution. Bost., Sherman, French. c. '12. 227 p. front. D. \$1.40 n.

Story of the French Revolution. Heroine is the young Countess of Navarre, widowed through the malignity of one of the Jacobins, who has planned to secure her for himself. She and her family, including her brother, the Duke de Beaumont, and Chabert, his secretary, a man of unusual charm and character, are obliged to seek safety in flight. Before starting on their journey, the Countess yields to Chabert's wishes, and his years of devotion and marries him. Many trials are met and overcome before the tale ends.

Wadsworth, C., jr. Primary battery ignition; a simple, practical pocket guide on the construction, operation, maintenance, and testing of primary batteries for automobile, motorboat, and stationary engine ignition service. N. Y., Van Nostrand. c. '12. 78 p. S. 50 c. n.

Walton, Izaak, and Cotton, C: The complete angler; or, the contemplative man's recreation. Bost., Little, Brown, '12. 451 p. 12°, (Beacon classics.) \$1.50 n.

Wasmann, Erich. The Berlin discussion of the problem of evolution; full report of the lectures given in February, 1907, and of the evening discussion; auth. translation. St. Louis, B. Herder, '12. 14+266 p. 8°, \$1.60 n.

Washburn, Stanley. Trails, trappers and tenderfeet in the new empire of western Canada. N. Y., Holt, '12. 16+350 p. il. 8°, \$3 n.

Webber, G: D. The best motor routes through Europe. N. Y., McBride, Nast, '12. il. 16°, mor., \$2 n.

Webster, Noah. The new modern English illustrated dictionary based upon principles adopted by the late Noah Webster, and upon his definitions, as revised and developed by J: Ogilvie; rev. under the chief editorship of Harry Thurston Peck. N. Y., Syndicate Co. c. 42+1284 p. pls. (partly col.) maps, tabs., 12°. \$4.

Wedmore, Friedrich. Memories. N. Y., Doran, '12. 225 p. 8°, \$2.50 n.

Weeks, J: H. Among Congo cannibals. Phil., Lippincott, '12. 352 p. il. maps, 8°, \$3.50 n.

Whipple, Edn. Percy. Charles Dickens; the man and his work; with an introd. by Arlo Bates. 2 v. Bost., Houghton Mifflin. c. '12. pors. 16°, \$7.50 n.

White, G: T. Toothed gearing; with 136 illustrations. N. Y., Van Nostrand, '12. 12+217 p. D. (Broadway ser. of engineering handbooks.) \$1.25 n.

Whitmore, Ja. Bryant. A course in the principles of mechanical drawing. Columbus, O., Champlin Press. c. '12. 2+2-72 p. il. 4°, \$1.85.

Williams, Orlo. Life and letters of John Rickman. Bost., Houghton Mifflin, '12. il. 8°, \$3.50 n.

Wilson, Harald A. The electrical properties of flames and of incandescent solids. N. Y., Doran, '12. 118 p. diagrs., 8°, \$2.25 n.

Wing, Jos. Elwyn. Alfalfa farming in America. Chic., Sanders Pub. c. '12. 2+3-528 p. il. pls. 12°, \$2.

Woman's (The) athenæum, for the intellectual, industrial and social advancement of women. 10 v. N. Y., Woman's Athenæum. c. '12. il. pls. (partly col.) pors. plans, facsimils. in col., diagrs., 8°, ea., \$4.25.

Contents: I., Personality, appearance, physical education and beauty; II., Costume and character, How to dress well and economically; III., Manner, voice, deportment, How to be real through the best manners; IV., Literature and intellect, Literature of all ages and nations; V., Science and the arts, Music, painting, sculpture, architecture; VI., Household economics, How to save in shopping, marketing and furnishing; VII., Domestic science and management, Finance, cooking, housekeeping; VIII., Home life and social activity, Children, home occupations, home nursing; IX., The woman of affairs, Business, professions, public life; X., Lectures and summaries, Expression, key to the text-books.

Work, Milton C. Auction of to-day. Bost., Houghton Mifflin. c. 20+288 p. D. \$1.25 n.

Introduces many new and valuable theories of declaration, with which auction players should be familiar. It contains the new code of auction laws, the latest decisions of the Card Committee of the Whist Club of New York (of which author is chairman), a new and abbreviated system of scoring, a number of hands illustrating questions of declaration, tables of conventional leads, a valuable chapter on doubling, and a table of "Summarized penalties" which should save much time and discussion.

Wright, S: Seward. The kitchen fire and how to run it; a manual for the housewife showing how to save coal, gas, labor and health. [Scranton, Pa., The author.] c. '12. 97 p. il. 12°, 60 c.

The Publishers' Weekly

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Under the heading "BOOKS WANTED" booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for specific books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, unspecified wants, repeated matter, and all advertisements from nonsubscribers cost 10 cents a line. Objectionable books are excluded so far as they are noted.

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C. H. Denison's Index. also flat indexing and gold lettering. D. T. S. DENISON, 152 E. 23rd St., N. Y.

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Autograph Letters of Celebrities Bought and Sold. Send for price lists. Walter R. Benjamin, 225 Fifth Ave., New York. Pub., "The Collector," \$1 a year. (Established 1887.)

Dodd & Livingston. Fourth Ave. and 30th St., N. Y. City. Dealers in Rare Books, Autograph Letters, Manuscripts. Correspondence Invited.

Autograph Letters of Famous People Bought and Sold. P. F. Madigan, 501 Fifth Ave., New York. Publisher, "The Autograph," \$1.00 a year. (Business Established 1885.)

Ludwig Rosenthal's Antiquarian Bookstore. Hildegardstrasse 14, Munich, Germany. Enquiries solicited.

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Back Numbers of Magazines supplied by HENRI GERARD, 83 Nassau St., New York.

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Back vols. and nos. of magazines supplied. PHILADELPHIA MAGAZINE DEPOT, 326 N. 10th St., Phila., Pa.

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The Cut Rate Book Co. 20 E. 7th St., Cincinnati, O.

Medical and Chemical Periodicals exclusively. B. Login & Son, 1328 3d Ave., N. Y.

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International News Co., 83 & 85 Duane Street, New York. Importers of Foreign Publications.

William R. Jenkins Co., 851 and 853 Sixth Ave., cor. 48th St., New York. Books in French, German, Italian, Spanish and other foreign languages.

Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Schoenhof Book Co., Boston, Mass. Foreign Books of all description. Tauchnitz Coll. Catalogues.

F. C. Stechert Co., Inc., 29-35 West 32nd St., New York. Domestic and foreign books and periodicals.

G. E. Stechert & Co., 151-155 West 25th St., New York. Importers of Books and Periodicals.

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Directory of Booksellers in U. S. and Canada; Directory of 1500 of the best Public Libraries in U. S. and Canada, with name of librarian; list of 1300 Private Collectors of Books, together in one vol., \$5.00. PUBLISHERS' WEEKLY, 298 Broadway, N. Y.

BOOKS WANTED.

F. G. Allen, 78 Genesee St., Auburn, N. Y. New International Encyclopædia, cloth or buckram. Set Stoddard Lectures, green cloth, 15 vols. Lewin's Life of Paul.

Allen Book and Printing Co., 454 Fulton St., Troy, N. Y. Harvard Classics, 50 vols., cloth. Soul of Man Under Socialism, Wilde. Life of John Bancroft Devins.

Almy, Bigelow & Washburn, Salem, Mass. Next to the Ground. Am. Bapt. Pub. Soc., 107 South Wabash Ave., Chicago, Ill.

The Infidel's Daughter. Bunyan's Doctrinal Works.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo. Footprints in the Holy Land.

Amer. Book Supply Co., 149 Strand, London, W. C., England.

Moore (J. B.), Extradition and Interstate Rendition, 2 vols., 1891. Boston Bk. Co. Fra Van Giesen, Study in the Artesacts of the Nervous System. Appleton, 1892.

John R. Anderson, 31 W. 15th St., N. Y. Sacred Books of the East, vols. 1, 5, 8, 34, 38, 42, 46, 48.

W. H. Andre, 604 Kittredge Bldg., Denver, Colo. Houghton Mifflin Bankside Shakespeare, complete. State binding, condition, volumes and price. Scribner Thistle Edition of Stevenson, 26 vols., cloth. State condition and price.

Wm. M. Bains, 1213 Market St., Phila., Pa. Cooley's Cyclopedic of Receipts. Appleton. Murger's Bohemian Life, trans. Marriage, etc. Selwin, Doubleday, 1901. Grant's Portraits of Public Characters, 2 vols. Saunders & Otley, London, 1841. Frontinus, Two Books Water Supply Rome. Herschel. Cleveland, American Literature. Brandes, Richard Wagner. Pemberton, Phantom Army. Brooks, Handbook of Invertebrate Zoology.

Wm. Ballantyne & Sons, 1409 F St., N. W., Washington, D. C. Hyde, Hollyberry and Mistletoe. Little, Brown & Co. Gogol, Taras Bulba.

C. H. Barr, Lancaster, Pa. Sketches, by Fred May. London, Book form.

N. J. Bartlett & Co., 28 Cornhill, Boston. Art and Literature of Business, 6 vols., by Davis. Art of Living, from Writings of Sam'l Smiles. Samuels, From Forecastle to Cabin. Wilson Flagg's Year with Birds.

A. A. Beauchamp, 48 Cutting St., Winchester, Mass. Ottenger, Complete Works in English. International Standard Magazine, 5 vols. Jubilees, or Book of R. H. Charles. Oxford, 1895. Christian Science Journal before 1890.

Beebe & Phillips, Inc., 139 Church St., New Haven, Ct. Back Home, by Wood. Pub. by Doubleday, Page & Co.; reported out of print.

H. H. Beidleman, 585 Park Pl., Brooklyn, N. Y. Baxter, D. W. C., Volunteer's Manual, 1861. Dumas, A. D., Napoleon, trans. by Larner. Troward, Bible Mystery and Bible Meaning. Caton, C. W., Things Young Men Should Know.

J. L. Beijers, Librairie Ancienne et Moderne, Utrecht, Holland. Proceedings a. Transactions of the American Philolog. Association, complete set. The Princeton Theolog. Review, complete set.

Book Exchange, 50 Seneca St., Buffalo, N. Y. Kipling, Doyle, Servoss, complete wks. of each. Sheldon, Chas. M., Wks., complete uniform set preferred. Lippincott's Biographical Dict. Lippincott's Geographical Dict. or Gazetteer. Harvard Classics, nice clean set. Gillott, Cost Data. Finley, Elsie Bks., nos. 22, 23, 26, 27, 28, A-I condition. Finley, Mildred Bks., also the other seven Bks.

Bowling Green Book Shop, 81 New St., N. Y. English as She is Taught. London, 1887. Man That Corrupted Hadleybury, 2 vols. Tauchnitz, 1900. Harris, Tar Baby and Other Rhymes. N. Y., 1904. Young, History 7th Tenn. Cavalry. Dabney, Defense of Virginia.

C. L. Bowman & Co., 225 5th Ave., N. Y. Political, Social and Literary History of Germany. The Yellow Pine Basin. New Testament Introduction, by Peake.

BOOKS WANTED.—Continued.

S. B. Bradt, 234 W. 63d St., Chicago, Ill.
 White, Warfare of Science with Theology.
 Henry Esmond, Nelson India paper ed., cloth.
 Poems of James G. Clark.
 Erna, the Forest Princess.

H. M. Braun, 1618 Belmont Ave., East St. Louis, Ill.
 Nelson Lee, Among the Comanches. Albany, 1859.
 Jane Lewis, Narrative of Captivity, 1833.
 Oceola Nikkanoochee.
 Pattie, Personal Narrative. Cincinnati, 1833.
 Wm. Smalley—Murder and Captivity, by Drake.

PRIVATE COLLECTORS OF BOOKS

A revised and extended list of PRIVATE COLLECTORS OF BOOKS is in preparation for publication in the American Library Annual, 1912-13, ready March 1913. All dealers can add to the co-operative value of this list by sending other names for inclusion not later than Feb. 1st. Address Editor, A. L. A., care Publishers' Weekly.

Brentano's, 5th Ave. and 27th St., N. Y.
 Prayers for Christian Year, by Chas. R. Baker.
 Voodoo Tales, by Mary Owen.
 In Land of Rip Van Winkle, by A. E. Searing.
 Charlotte Elizabeth's Flower Garden.
 Boise's Music and Its Masters.
 The Vermilion Pencil, by Lea.
 Little Lady of the Horse, by Raymond.
 Photo Ceramics, by Ward and Henry.
 McConnell's Christ.
 Old Fashioned Flowers, by Maeterlinck.
 Notes on Track, by Camp.
 Mutual Aid, by Kropotkin.
 In the Midst of Life, by Bierce.
 Sisters, by Geo. Ebers.
 My Uncle Benjamin, by Tellier.
 The Great Cryptogram.
 Dante's Inferno, large quarto, illus. by Dore.
 Pennell's Life of Whistler, 2 vol. ed.
 Travels of Marco Polo, 2 vols.
 Rubaiyat, illus. by Lundborg.
 Lady in the Car, by Le Quex.
 Said the Fisherman, by Pickthal.
 Hall's Light Into My Path.
 Burt's Browning's Women.
 Steel's In the Tideway.
 Steel's Prince of Dreams.
 Steel's Permanent Way.
 Steel's Book of Mortals.
 Heine's Poems and Ballads.
 Suttner's Lay Down Your Arms.
 O'Rell's Jonathan and His Continent.
 O'Rell's John Bull and His Island.
 Inman's Anc. Pagan and M. C. Symbolism.
 Baker's Hist. of U. S. Secret Service.
 Rowsell's Union de L'Enclos.
 Rappoport's Curse of Romanoffs.
 Baird, Huguenot Emigration to Am.
 The Surveyor, by Aaron Rathborne. London, 1616.
 The Knighting of the Twins, by L. B. & Co.
 Character Writing of the 17th Century, by Morey.
 Walpole, Castle of Otranto.
 Garnett and Goss, Eng. Literature, 4 vols., original ed.
 Pirates Own Book.
 Harvard Classics, 50 vols., hf. mor.
 Harvard Classics, 50 vols., cloth.
 Fish's Colonial History of New York.
 Kings of the Hunting Field, by Thornby.

Brentano's 1228 F St., N. W., Washington, D. C.
 Reed, Modern Eloquence.
 Fowler, Science of Life.

Bridgman & Lyman, 103 Main St., Northampton, Mass.
 The History of Easthampton, Mass., by Payson Lyman.
 Cyclopædia of the Best Thoughts of Dickens.

Brooklyn Institute Museum Library, Eastern Parkway, Brooklyn, N. Y.

Boston Soc. of Nat. Hist. Proceed., vols. 2, 5, 9, 20, 23 to 29.

The Burnham Antique Book Store, Boston, Mass.
 Brown's History of Cape Breton.
 Selections from the Public Documents of the Province of Nova Scotia, ed. by Akins, 1869.
 Dewees, Molly Maguires, 1877.
 Seaver and Walton's Algebra, 10 copies, cheap.

The Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
 Troward's Bible Mystery and Bible Meaning.
 Feuchtwanger's Practical Treatise on Soluble or Waterglass, 1870.

Game of Golf, by W. Parks.
 European and Japanese Gardens, ed. by Glen Brown.
 Frances, Honesty.
 Bailey Reynolds, Supreme Test; Man Who Won; Broken Off.
 Wm. Ware, Rome and the Early Christians.
W. A. Butterfield, 59 Bromfield St., Boston, Mass.
 Battles and Leaders of the Civil War.
 Galton, Finger Prints.
 Pirates Own Book.
 Robin's Journal (South Seas).
The Auk, no. 3, vol. 2.
 Herbert's Poems, 1867. D. Appleton.

J. W. Cadby, 50 Grand St., Albany, N. Y.
 Venega's History of Calif., vol. 1.
 Martin's History of N. C., vol. 1.
Rural Magazine or Vermont Repository.
American Naturalist, 1899, Feb.; 1906, July; 1907, Aug., Oct., Nov., Dec.
Eclectic Magazine, 1852, Jan. to April; 1895, Jan., May.
Harper's Weekly, 1894.
Niles' Register, vols. 40, 50.
 Transactions of the Albany Institute, vol. 1.

Campion & Co., 1316 Walnut St., Phila., Pa.
 Any books by Jókai.
 Danger Zone of Europe.
 Downing's Landscape Gardening.

Carnegie Free Library, Duquesne, Pa.
Cosmopolitan, April, '09.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
 Pollard, Third and Fourth Year of the War.
 Magic Mirror, book exposing Popes.
 Dupuy, Eliz A., Works, 14 v., set or odd v.
 Wis. Agricultural Reports, 1860.

W. G. Chapman, 1325 1st Nat. Bk. Bldg., Chicago, Ill.
 Literature of Roguery, F. W. Chandler.

Chicago Medical Book Co., Chicago, Ill.
 Jung's Dementia Praecox, paper binding.
 Shaw's Some of the Problems of Cancer, with a Working Theory for Its Prevention and Cure.

City Book Co., 711 N. Howard St., Baltimore, Md.
 [Cash.]
 Garnet's or other Life of J. E. B. Stuart.
 Fox's Immortality of Religion.
 Kropotkin, Memoirs of a Revolutionist.
 Kropotkin, Russian Literature.
 Shelley's Poems, good type, English ed.

Clarke & Co., Vicksburg, Miss.
 Flaming Meteor, by Kernan. State price and condition.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

War—What For, Kirkpatrick.
 Illustrated Library of Wonders, any.
 The Spell of Egypt.
 Liber Amoris, Poems, Carpenter.
 Philochristus, Disciple of the Lord.
 Salem Witchcraft, by Upham, vol. 2, 1867.
 Proceeding of Court Martial of A. S. Mackenzie, 1844.
 Historians' History of World.

Connor's Book Store, 232 Meridian St., E. Boston, Mass.

Little Journey, June, 1897.
Jrnl. Soc. Naval Eng., Aug., '10; Nov., '11.

BOOKS WANTED.—Continued.

Connor's Book Store.—Continued.

U. S. Nautical Mag., vols., nos.
Gustav Award books.
Davis, Practical Engineer.
Co-operative Press, Charlotte, N. C. [Cash.]
70 Years in Dixie.
Burton's Scented Garden.
Burton's Kasida.
Nights in a Moorish Harem, complete ed. only.
Stoddard Lectures, 15 vols.
Ridpath's Hist. of World, 9 vols.
Mark Twain's Works, 25 vols.
Burton's Arabian Nights, 17 vols.
Dumas' Celebrated Crimes, 8 vols.
Stevenson's Works, Scribner ed.
Wheeler's History of N. C., '58.
Foot's Sketches of N. C.
Weston's Marshal Ney.
Young Folks' Library, 20 vols.
Reed's Modern Eloquence, 15 vols.
The Book of Knowledge, 23 vols.

The Corner Bookstores, Ithaca, N. Y.
Vol. 1 Cyclopedias of Agriculture, Bailey.
Island God, Mumford.

M. Curlander, Baltimore, Md. [Cash.]
Waverley Novels, nos., vols. and eds.
Vol. 1 E. A. Poe's Redfield ed. N. Y., 1868. State
binding.

The Cut Rate Book Co., 20 E. 7th Ave.,
Cincinnati, O.
Literary Digest, June 23, Oct. 6, 1894; Jan. 6, 1893.
Jugend Lot.

Dawson's Bookshop, 518 S. Hill St., Los Angeles,
Cal.
Stephens, Yucatan.

Dixie Book Shop, 41 Liberty St., N. Y.
Railway Auditor, Whitehead, 3 copies.
Bob Taylor's Reminiscences.
Comcl. and Fincl. Chronicles, vols. 1 to 10.
Scott's Repudiation of State Debts.

Dodd & Livingston, Fourth Ave. and 30th St., N. Y.
Josephine Gallery. Phila., 1858, 1 vol., 8vo, cloth
or leather.
The Works of Rudyard Kipling. Description of a set
of first editions. Dodd, Mead & Co., 1901.

L. S. Donaldson Co., Minneapolis, Minn.
Set of W. T. Sherman Memoirs, cloth or hf. leather.
Chas. H. Dressel, 552 Broad St., Newark, N. J.
[Cash.]

Quicksands, by White.
Romance of Life Insurance, by Wm. Graham.

E. P. Dutton & Co., 31 W. 23d St., N. Y.
McClay's History of the Navy.
Mistral, Mireio, trans. by Preston. L. B. & Co.
Mason, Miranda of the Balcony.

The Eichelberger Book Co., 308 N. Charles St.,
Baltimore, Md.

Browning, Centenary Celebration.
John H. Wheeler, Reminiscences and Memoirs of
North Carolina. Columbus, 1884.
G. J. McRee, Life and Correspondence of Jas. Iredell,
N. Y., 1857-58.
Alexander, Witness of the Psalms to Christ.
Thomas, Chronicles of Colonial Maryland.
Pennell, Whistler, 2 vol. ed.
Gielow, Plantation Days.
Any Maryland books.

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Principles of Speech, by Alex. M. Bell.

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Stories of Space and Time, by H. G. Wells.
Pennell's Panama, 1st ed.

Buchhandlung Gustav Fock, G. m. b. H., Leipzig,
Germany.
Mycological Bulletin, ed. by Kellerman, nos. 1-87,
1903-8.
Journal of Mycology, ed. by Kellerman, I. Ser., 7 vs.

Buchhandlung Gustav Fock.—Continued.

Index Medicus, vols. 1 to 21, New Series, 3 vols.;
III. Series, vols. 1 to 3.
MacDonald, W., Select Documents Illustr. of the
Hist. of the Unit. States, 1898.
Annals of Surgery, vol. 37 a. the follow.
Journal of Geology, vols. 1 to 19.

Fowler Bros., 543 So. B'way, Los Angeles, Cal.
My Life as an Indian. Schulz.

Franklin Bookshop (S. N. Rhoads), 920 Walnut
St., Phila., Pa.

Long's Exped. to Rocky Mts., Atlas.
5th Rept. Smiths. Inst., 1851.
Johnson, Forest Leaves. Chicago, 1884.
Wernich, Der Wald und Fruchbaum. Milwaukee,
circa, 1894.
Meginness, Ötzinachson, 1857.
Lewis Carroll, Game of Logic.
McNab's Cultivation of Heaths.
Andrews' Engravings of Heaths. London, 1804, etc.
Loddiges' Botanical Cabinet, 20 vols.
Halliday's Camellia Culture.
Any Books on Heaths.

Freud & Co., 1777 Broadway, N. Y.

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Beer, Commercial Policy of England Toward Ameri-
can Colonies. N. Y., 1893.
Bourne, Surplus Revenue of 1837.
Ely, Outlines of Economics. N. Y., 1893.
Ely, Problems of To-day, 2d ed., 1888.
French, Hist. of Rise and Progress of Iron Trade of
U. S., 1858.

Goss, Hist. of Tariff Administration, 1891.

Lewis, Hist. of Amer. Tariff.

Lyman, Memories of Webster.

Lyman, Private Life of D. Webster.

Plumer, Reminiscences of Webster.

Scivenor, Hist. of Iron Trade. London, 1841.

Tucker, Progress of U. S. in Wealth and Population.
N. Y., 1843.

Houghton Genealogy, by J. W. Houghton. N. Y.,
1912.

Stillwell Family, by R. M. Stillwell.

Hist. and Gen. Miscellany, by Stillwell.

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Bombaugh, Facts and Gleanings for the Curious.

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Riley's Narrative.

Trow's N. Y. Directory, 1911.

Barrett's Old Merchants of N. Y., 5 vols.

Worden Genealogy, 1868.

Brainard Genealogy, 1857.

White's Amer. Biography, vols 12 and 14.

Lathrop C. Harper, 437 Fifth Ave., N. Y.

Keim, Sheridan's Troopers on the Border, 1870.

Harper & Bros., Franklin Square, N. Y.

Red Riding Hood, by Florence N. Millett.

Harvard Co-operative Society, Cambridge, Mass.

Aristotle, Opera, vols. 1 and 4, ed. Bekker. Oxford
Univ. Press.

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British Medical Journal, 1857 to 1860.

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Bosqui, Edward, Memoirs. San Francisco, 1904.
Marryatt, Mountains and Mole Hills. London, 1855.
Upham, S. C., Songs of the Argonauts.
Robinson, Life in California. Carson, San Francisco, 1891.

Thomes, W. H., On Land and Sea. Boston, 1884.

The Holland Book Shop, Nashua, N. H.
Brockway's Essentials of Physics.
Vital Record of R. I., Jas. N. Arnold.
Record of Newport County.
Myers, Tactics.

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Williamson's History of Belfast, Me.
Tonybee's Dante Dictionary.

George Iles, Park Ave. Hotel, N. Y.
George Iles, Flame, Electricity and the Camera. N. Y., Doubleday, 1900, 1st ed.

International Magazine Co., Elizabeth, N. J. [Cash.]
Guide to Nature, April, 1911.
Engineering News, Sept. 26, 1912.
Electrical World, Jan. 27, 1912.

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Hobson's Trigonometry.
Chrystal's Algebra, 2 vols.
Maxwell's Electricity and Magnetism. Oxford, 1873, 2 vols.

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2 The Trend Magazine for May, 1912.
History of English Dress, Hill. Pub. by Coates.

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Johnston, Original Portraits of Washington, Boston, 1881.

Lexington Book Shop, 120 E. 59th St., N. Y.
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 Einstein, Italian Renaissance in England.
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 McDonald, Dealings with the Fairies. London, 1867.
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A. C. McClurg & Co., 218 S. Wabash Ave., Chicago.
 Lover (Samuel), Poems.
 Le Brun (Madame), Memoirs of.
 Denton, Moths and Butterflies, 3 vols., col. plates, hf.
 mor. J. B. Millet Co., 1900.
 Hamilton, The Georgian Bay. Scribner's, about 1895.
 Twain, Tom Sawyer, 1st ed.
 Brownson, Works, 20 vols. Detroit.
 Audubon, Birds of America, 7 vols.
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 Pater, Marius. Printed by R. R. Clark, Edinburgh.
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 Reports Cal. State Mining Bureau.
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 Tailor's Book on Men's Fashions. Pub. by a firm on
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 Century Dictionary, report number of vols., binding,
 and date of issue.
Satire, a mag. pub. by the Pulitzer Co. 1 no. for
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 Abbotsford, Waverley Novels, original ed., 12 vols.,
 imperial 8vo, cloth. Edinburgh, 1842.

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 Scott and Literary Friends, large print.

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